Board of Trade Journal

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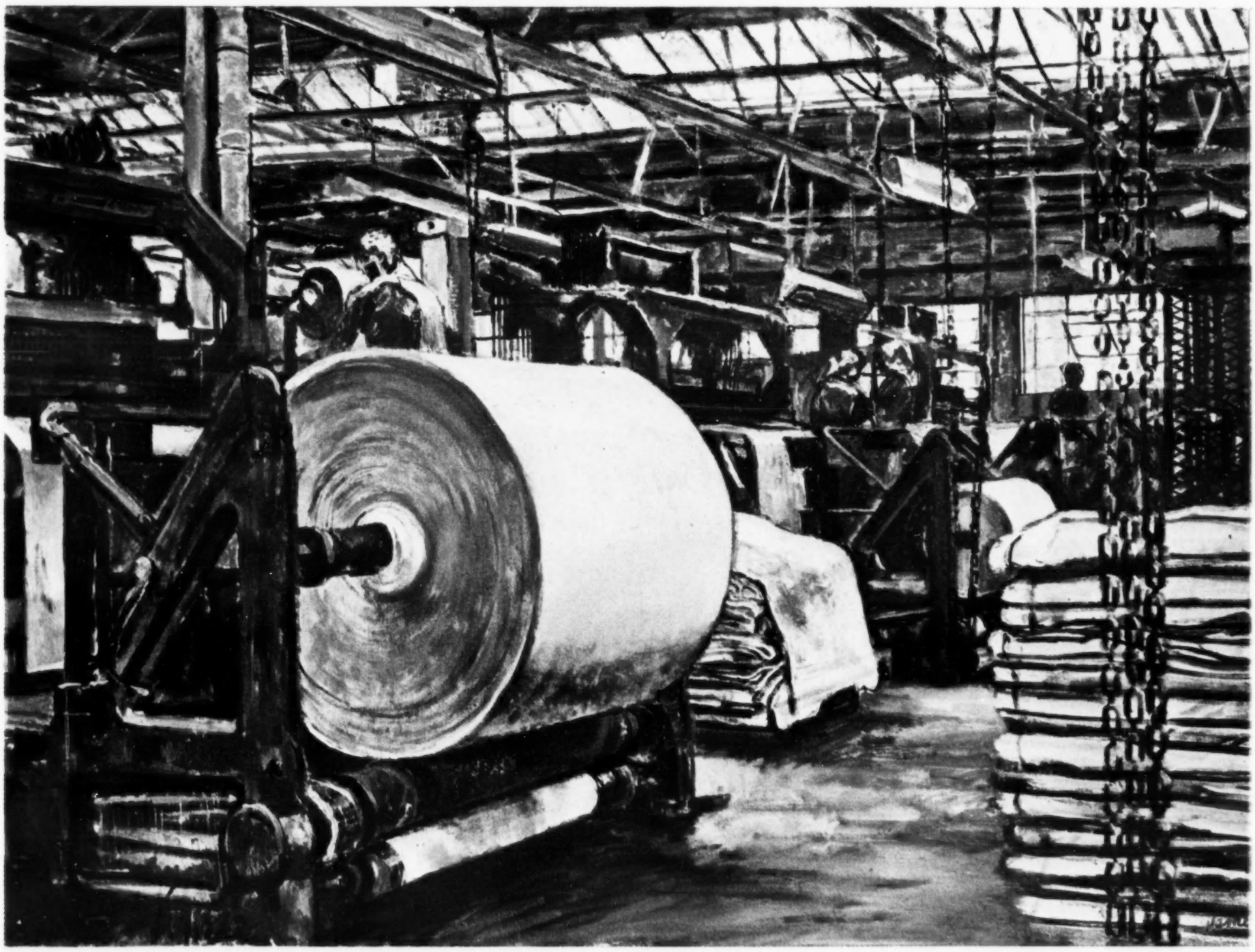

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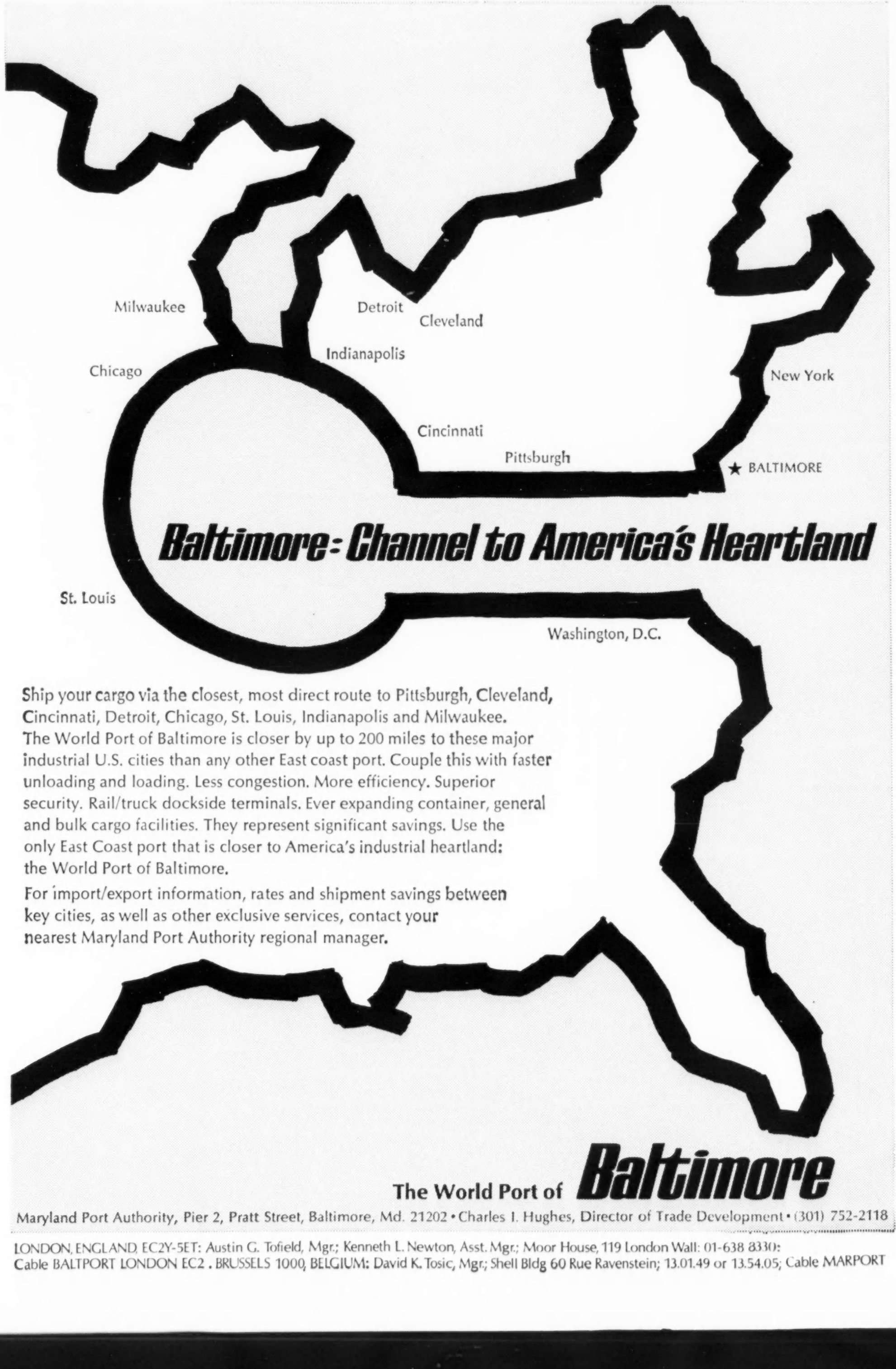

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Front cover photograph

This oil-painting by James Neal hangs in the office of Mr. S. B. Hainsworth, chairman, J. H. Fenner & Company (Holdings) Ltd. It depicts the Fenaplast weaving department at the Hull factory. Fenaplast flame-resistant colliery conveyor belting is in use in a wide variety of mining applications in the United Kingdom and 20 countries overseas; it is manufactured in Fenner's own plant in India and South Africa, and manufactured under licence in the United States.

The Hull factory is now in the final stages of shipping a 30-mile long consignment of Fenaplast destined for service in an Alberta coal-mining complex in the Smoky River Valley. This mining project is timed to supply 30 million tons of coking coal over a period of 15 years to a consortium of Japanese steel mills.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months

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Air Transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	8 July 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	20 May 1970
Balance of payments:	
Civil aviation (Q)	4 Feb. 1970
Trends in invisible transactions (Q)	10 June 1970
UK balance of payments (Q)	9 Sept. 1970
Bankruptcy orders (Q)	27 May 1970
Business names registered (A)	8 April 1970
Capital expenditure:	
Distributive and service trades (A)	12 Aug. 1970
Industry's capital expenditure (Q)	15 July 1970
Industry's investment intentions (3 times a year)	17 June 1970
Catering trades turnover (M)	This week
Chemicals industry (Q)	19 Aug. 1970
Companies:	
Acquisition and mergers (Q)	19 Aug. 1970
New companies registered:	
Gt. Britain (M)	19 Aug. 1970
N. Ireland (M)	This week
Computers:	
UK computer market (Q)	15 July 1970
Construction work overseas (A)	15 Oct. 1969
Credit:	
Instalment credit business (M)	12 Aug. 1970
International trade credit (A)	15 April 1970
ECGD business (Q)	This week
Electronics industry:	
Electronic capital equipment deliveries research and development (Q)	5 Aug. 1970
Engineering and electrical goods:	
Production exports and orders (M)	29 July 1970
Film industry:	
British Film Fund Agency returns (M)	2 Sept. 1970
Cinema admissions and takings (M)	26 Aug. 1970
Overseas payments and earnings (A)	22 July 1970
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	22 July 1970
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Consumption levels (A)	5 Aug. 1970
Household consumption (Q)	9 Sept. 1970
Footwear industry orders and deliveries (M)	26 Aug. 1970
Foreign trade:	
EFTA trade (Q)	2 Sept. 1970
Industrial countries trade and production (Q)	5 Aug. 1970
World exports of manufactures (A)	17 Sept. 1969
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
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Value of overseas trade (M)	19 Aug. 1970
Value of overseas trade: analysis of trends (Q)	5 Aug. 1970
Gold and convertible currency reserves (M)	9 Sept. 1970
Hairdressing trades turnover (M)	This week
Hire purchase:	
Assets and liabilities of finance houses (Q)	19 Aug. 1970
Business (M)	This week
Industrial building (Q)	29 July 1970
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	26 Aug. 1970
N. Ireland index (M)	26 Aug. 1970
Insurance companies:	
Assets (A)	19 Aug. 1970
Investment and earnings overseas (A)	8 April 1970
Laundries and dry cleaners turnover (M)	This week
Machine tools deliveries and orders (Q)	3 June 1970
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	5 Aug. 1970
Deliveries (Q)	5 Aug. 1970
Production (M)	9 Sept. 1970
Volume of production (M)	9 Sept. 1970
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Car and commercial vehicle production (M)	9 Sept. 1970
Motor trades turnover (M)	This week
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Partnerships registered (A)	8 April 1970
Pension funds:	
Assets (A)	19 Aug. 1970
Retail prices index (M)	26 Aug. 1970
Retail trades:	
Index nos. (M)	This week
N. Ireland index (M)	9 Sept. 1970
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	12 Aug. 1970
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
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Distributive and service trades (A)	12 Aug. 1970
Industry's stocks (Q)	15 July 1970
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Overseas payments and earnings (A)	22 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	9 Sept. 1970
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Hosiery production (M)	26 Aug. 1970
Wholesale houses sales (M)	9 Sept. 1970
Wool exports (Q)	2 Sept. 1970
Wool output (M)	2 Sept. 1970
Tourism:	
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UK tourist traffic (M)	This week
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Average prices of selected commodities (A)	25 Feb. 1970
Index nos. (M)	19 Aug. 1970

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Board of Trade addresses	19 Aug. 1970
Board of Trade Regional Organization	9 Sept. 1970
British Commercial representatives overseas	15 July 1970
Customs notices of interest to exporters	5 Aug. 1970
Directory of Board of Trade departments and their work	8 April 1970
ECGD local offices	19 Aug. 1970
Half-yearly index – Jan.-June 1970	19 Aug. 1970
Official Receivers' offices	20 May 1970
Programme of trade promotions	1 July 1970

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ADVERTISEMENTS

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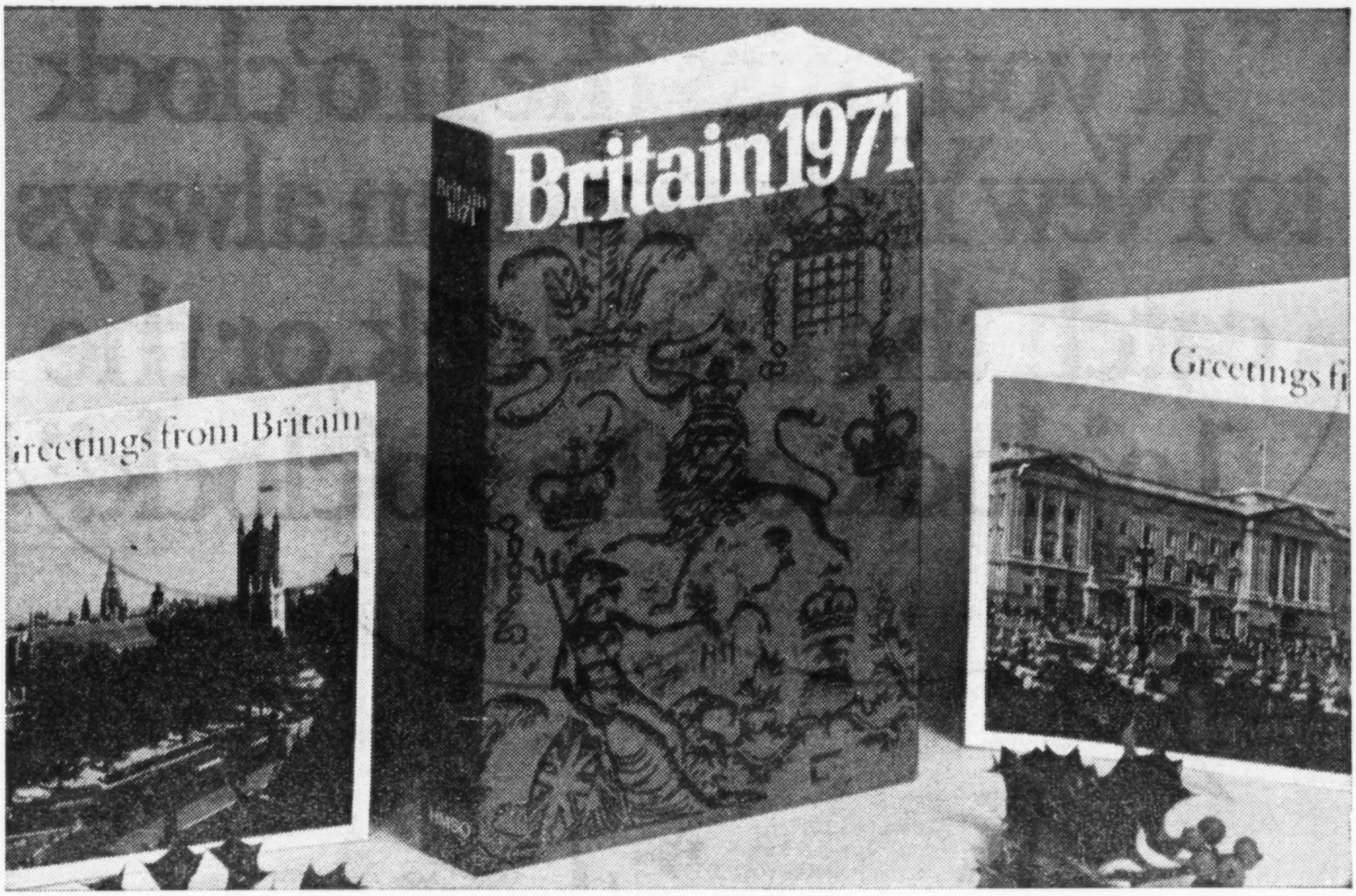

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The NRDC: twenty-one years service to industry

by Denys Parsons, manager, Information and Public Relations Services, National Research Development Corporation

IN ITS FORMATIVE YEARS the National Research Development Corporation built up its business with caution and shunned publicity. Now, in its twenty-first year it has a fair number of successes to its credit and likes to talk about them. It is also anxious to make its financing services more widely known to industry.

NRDC is the organization which established a British computer industry in the 1950s, which backed (and is still backing) the hovercraft and the fuel cell, and which is currently financing around 400 other projects.

The Development of Inventions Act, 1948, under which the Corporation was set up, charged NRDC with 'securing, where the public interest so requires, the development or exploitation of inventions resulting from public research, and of any other invention as to which it appears to the corporation that it is not being developed or exploited or sufficiently developed or exploited'; in other words, NRDC was to assist in bridging the gap which sometimes exists between a research finding or an embryo invention and the stage at which it appears to industry to be sufficiently practicable to warrant development or production investment.

£50 million borrowing powers

The Corporation is not a government department, but it is financed with government loans which are repayable with interest. Further Acts of Parliament have extended the Corporation's borrowing powers from the original £5 million to the current £50 million ceiling.

NRDC carries out its function in two different but related ways. The first is the exploitation under patent licence of inventions derived largely from the public sector (government and university laboratories) in which the Corporation acquires the rights. The second is the underwriting of part of the risk in the development phase of inventions, in particular of innovatory products or processes arising in industrial firms.

On the exploitation side about 1,200 licences have been negotiated in 21 years and income has been earned from about 600 of these. To arrive at this point, however, it has been necessary to sift 22,000 inventions.

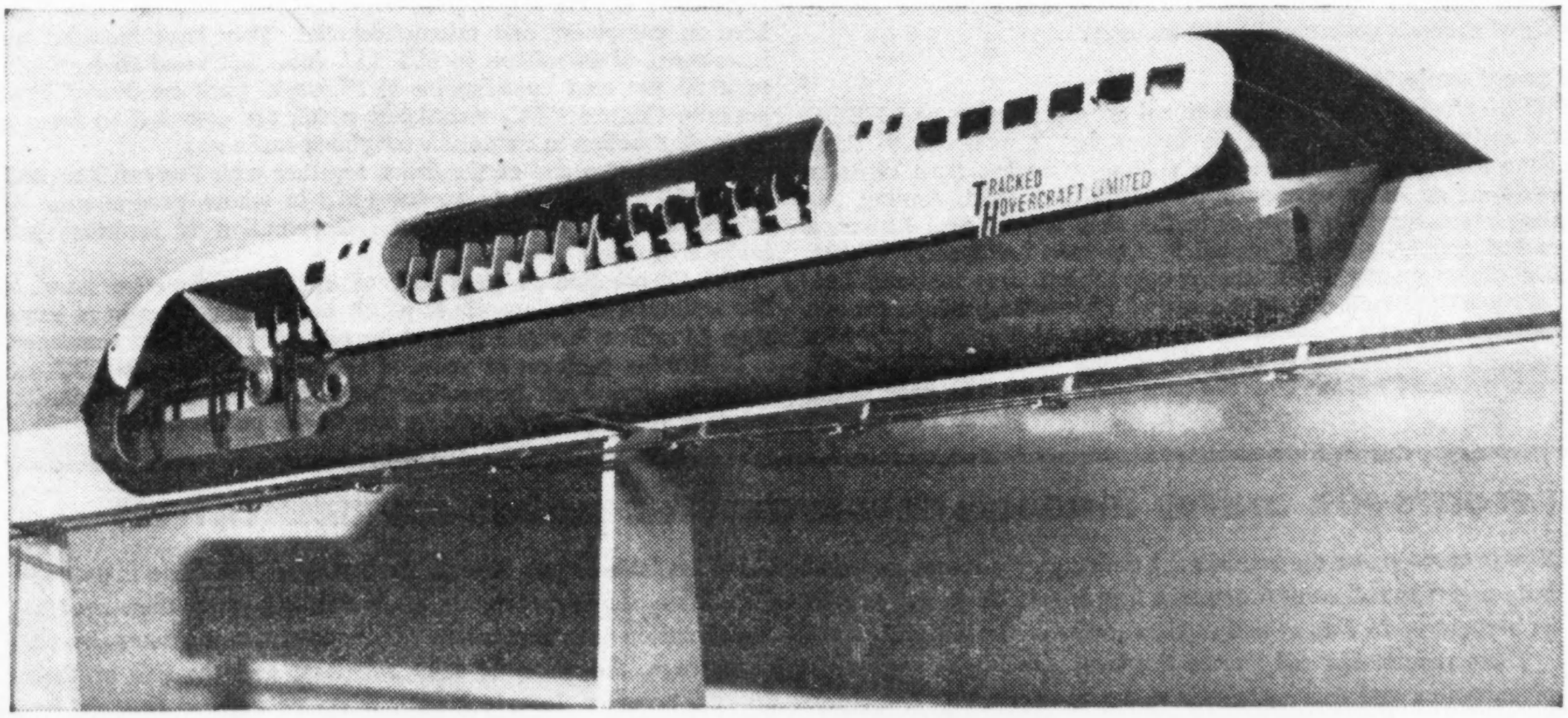
Licences are usually negotiated on a basis of a small percentage royalty on the selling price, with guaranteed minima payable in the case of exclusive licences.

Six hundred development projects

On the development side a total of 600 projects have received financial support from NRDC, and increasingly over the last few years these projects have represented assistance on a joint venture basis for a firm's own development project.

The aim is to meet one or more of the following situations which may form obstacles to a progressive development policy: the cost of the project is so great that the effects of failure would have serious repercussions throughout the company's business; the risks of the project are particularly high – the bulk of sales may have to be made abroad, perhaps in countries of doubtful economic or political stability; because of overseas competition the pace at which the development work should be carried out to obtain a reasonable lead time for the company is faster than its own financial resources will allow; or the potential profitability of the project may be higher than average but the pay-off will only

(Continued on next page)



A tracked hovercraft system – this tracked hovercraft model vehicle has been cut away to show passenger seating arrangements and air cushion support and guidance pads – could provide a quiet, comfortable, frequent service with cruising speeds of 250 mph between the heart of London and its new airport, at a cost no higher than the current British Rail first-class fare.

THE NRDC—*continued*

accrue after a disconcerningly long period of years. Any of these factors might cause the Company to shelve an interesting project.

Provided it is satisfied that there is at least some chance of technical and commercial success, NRDC may be willing to share the risk with the firm.

This is akin to a merchant banking operation but the terms on which NRDC provides risk capital makes it more attractive than other commercial channels for R and D projects; in particular, the Corporation does not require its investment to be secured against assets.

Joint ventures

In the classical form of joint venture the Corporation can provide through revenue account a substantial proportion, usually limited to 50 per cent of the invoiced development costs of the project, in exchange for an agreement specifying among other things its share of the return, probably by way of a levy on the sale of or benefits from the new product or process derived from the project. The structure of the levy or surcharge can be tailored to suit the particular circumstances and probable sales profile and levies will be regarded by the Inland Revenue as a pretax charge against profits only as and when trading takes place, so that no advance book liability is incurred and net worth remains unimpaired during the period of funding.

This could, for instance, enable a company to double its planned rate of expenditure on any project, thus improving its market prospects materially without further prejudice to its earnings or net worth during the development period.

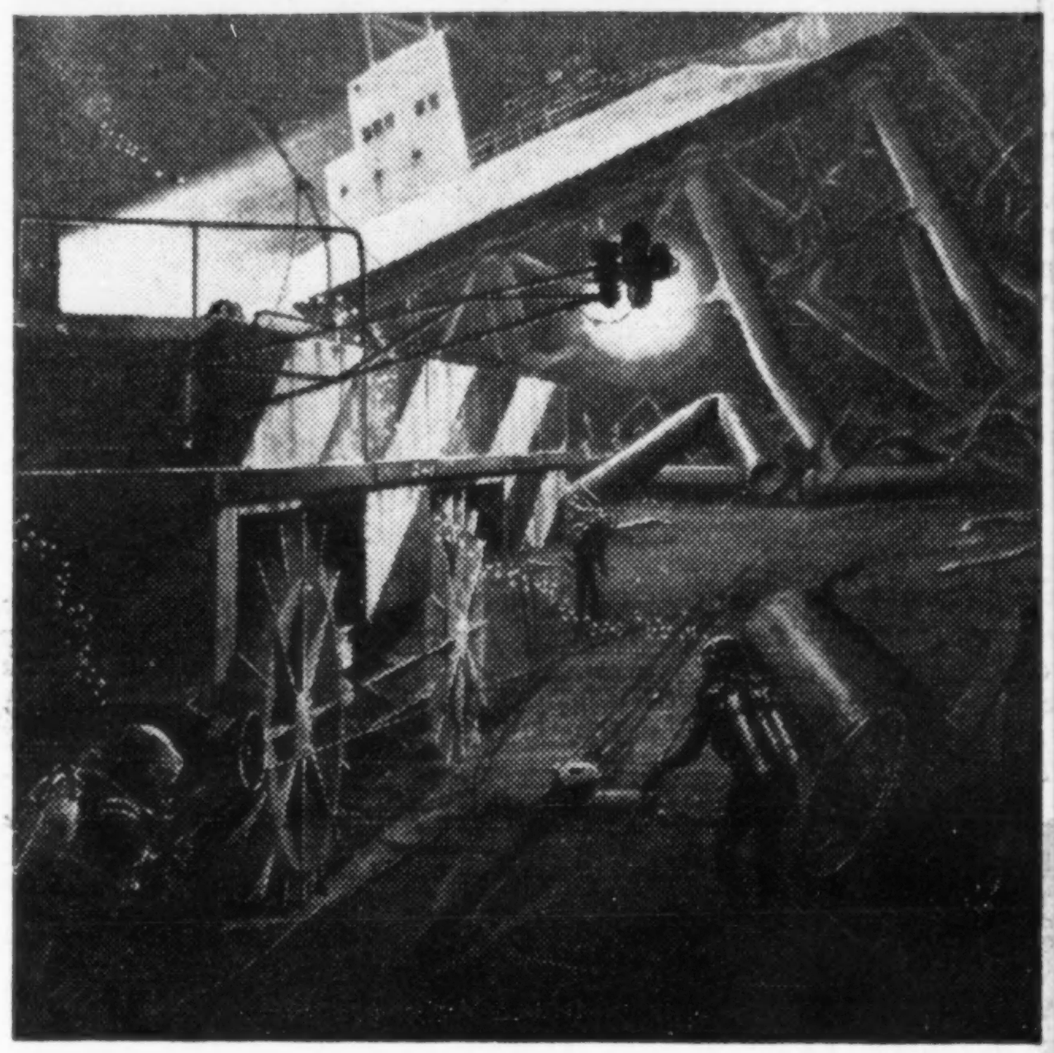
Since NRDC is putting money at risk without physical assets as security, it must satisfy itself on three points: 1. The project must be technologically feasible. 2. Market prospects must be such as to ensure that exploitation can provide reasonable profit margins in the event of a successful outcome of the project. 3. The prospective industrial partner must have adequate resources to undertake the project (both in development, management, finance, production and sales) or must have acceptable plans to provide such resources.

In 12 years of support for the hovercraft invention NRDC has provided financial assistance for most of the larger types on a joint venture basis, and the medium-sized hovercraft is now a substantial export item. The major investment which the Corporation is now making in tracked hovercraft (hovertrain), while still at the experimental stage is also attracting much interest on the part of overseas governments and industry.

Current projects

Oceanology is now an international growth industry and NRDC was early on the scene, to the extent that it was able to show at the 1969 Brighton oceanology exhibition no less than 19 items developed or being developed with NRDC support. Among our more interesting joint ventures in this field are the Seal Beaver, a sea bed crawler vehicle designed by Cammell Laird and a 600 ft. deep diving system from Strongwork Diving (International) Ltd.

Of world interest too is the major scheme to produce protein from carbohydrate now in an early stage at Ranks Hovis McDougall's laboratories at High Wycombe, in which NRDC will invest up to £½ million over the next three years. The programme is a significant attempt to help solve the world problem of protein



An artist's impression of the Seal Beaver, a vehicle designed for underwater engineering work by Cammell Laird & Co. (Shipbuilders & Engineers) Ltd., with financial support from the National Research Development Corporation.

shortage. It is hoped that within five years it will be possible to produce the new protein very cheaply, in any country in the world, by a fermentation process from any carbohydrate-rich crop grown locally such as potatoes, yams, cassava or sugar.

The Corporation's current portfolio of about 170 joint ventures comprises projects ranging in value from a few thousands to a few millions of pounds. Our industrial partners comprise firms of under 25 employees right up to the giants of industry. Roughly half our projects are with firms having less than 100 employees, but an analysis of amounts invested presents a different picture – 90 per cent of the money goes to firms having more than 100 employees.

NRDC's largest single joint venture investments to date have been in computers and microelectronics. They have included an investment of £4 million in ICT Ltd. (now ICL) and £4.4 million as a 50 per cent contribution to Plessey's work on Stored Programme Control (SPC) techniques which are expected to have a valuable function in automatic telephone exchanges.

Plessey is also one of the firms, together with Ferranti Ltd. and Marconi-Elliott Microelectronics Ltd., in whose programmes of microelectronics development the Corporation is investing just under £5 million.

The Corporation's biggest revenue earner, on the other hand, is the antibiotic cephalosporin C which has already brought in more than £5 million in royalties, a major part of it in overseas currency.

In looking back on 21 years of service to industry, NRDC can claim to have been responsible for a large amount of technical advance for a relatively trifling cost to the public purse.

REPORTS FOR UNITED KINGDOM EXPORTERS ON OVERSEAS REPRESENTATIVES

INFORMATION ABOUT the commercial standing of overseas representatives is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of overseas representatives, the scope of their activities, and the size of their organization, and their suitability to act as your agent. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

Mr Anthony Grant visits the North East

MR. ANTHONY GRANT, Parliamentary Secretary to the Board of Trade, visited the North East on September 14 and 15. Mr. Grant is the Minister responsible under the President of the Board of Trade, for export promotion matters and this was the first of a series of visits which the Minister is making to each Region to meet representatives of industry, trade and commerce. He was accompanied by Mr. A. D. Peck, Second Secretary responsible for export services.

After talking to the staff of the Board of Trade Regional Export Office in Newcastle Mr. Grant visited Reyrolle Parsons, manufacturers of switch gear and transformers at Hebburn where he lunched with the management and visited the works of Clarke Chapman at Gateshead, manufacturers of cranes, ships' engineering equipment and boilers for power stations.

On September 15 the Minister visited Team Valley Trading Estate to see the automatic tile machinery made by Adams Powel Equipment Ltd., 1970 Queen's Award winners for export achievement. Mr. Grant then visited the works of Darlington and Simpson Rolling Mills Ltd., who also won the Queen's Award for export achievement this year and in 1966.

New chairman for BNEC

Sir Peter Allen

MR. MICHAEL NOBLE, President of the Board of Trade, has formally invited Sir Peter Allen, chairman of ICI Ltd., to become chairman of the British National Export Council in succession to the late Sir Peter Runge with effect from September 11. Sir Peter Allen has accepted the appointment.

In his letter of invitation the President said that there was much still to be done on the export front and that BNEC would be fortunate to have someone of Sir Peter Allen's background and experience to lead the Council.

The appointment will be for a minimum of two years.

Notes:

Sir Peter Allen, 65, was appointed chairman of ICI Ltd., in 1968 having been a director since 1951 and deputy chairman since 1963. In a very distinguished career in the chemical and plastics industry he has held a variety of appointments and has been actively associated with a number of trade and other bodies including the NEDC for the Chemical Industry from 1964-7. Sir Peter was formerly a member of the Export Council for Europe (1962-65); and a member of BNEC from 1964-67 during which period he was chairman of the Committee for Exports to Canada. In July this year he was appointed to a deputy chairmanship of the Council. Sir Peter was knighted in 1967 for his services to industry.

Christmas and New Year gift scheme for businessmen

FOLLOWING ITS success of past years, the Board of Trade is once more sponsoring its 'Greetings and Gift to follow' scheme first introduced in 1967. The gift scheme enables firms and businessmen to send a bound copy of 'Britain 1971' to their overseas business friends and associates.

'Britain 1971', an official handbook prepared by the Central Office of Information and published by HMSO, is the latest edition of this well-established and authoritative annual on Britain, her economy and institutions.

The handbook – about 540 pages and illustrated with pictures, maps and diagrams – has a world-wide reputation as a source of reference and will be particularly valuable to those overseas who are interested in industrial, economic, educational, cultural and other aspects of life in Britain.

Details of this 'Greetings and Gift to follow' scheme are contained in a combined descriptive leaflet and order form available from the United Kingdom Publicity Section, Information Division, Board of Trade, 1 Victoria Street, London, S.W.1. On receipt of the completed order form HMSO will send to the donor attractive greeting cards and envelopes for sending to his overseas customers and associates.

On publication, 'Britain 1971' will be sent direct by HMSO to each overseas customer on behalf of the sender together with a compliment slip showing the name of the sender.

The cost of 'Britain 1971' including the price of the gift card, envelope and overseas postage is 36s. 6d.

An Icelandic mission visiting Britain under the auspices of the Board of Trade and the British National Export Council visited Mr. Anthony Grant, Parliamentary Secretary, on September 7. (Left to right): Mr. Sigurdur Markusson, director of organization and planning, Samband Islenzkra Samvinnufelaja (SIS); Mr. Asgeir Johannesson, director of the Icelandic State Purchasing Department; Mr. Olafur Johnson, hon. representative of the Confederation of British Industry; Mr. Grant; Mr. Bjorgvin Schram, chairman of the Icelandic Importers Association; Mr. Torben Fridriksson, director of the Reykjavik Municipal Purchasing Agency; and Mr. Gunnar J. Fridriksson, chairman of the Icelandic Manufacturers' Association and chairman of the Icelandic Exhibition Board.

New director general of BSI

MR. G. B. R. FEILDEN, FRS, assumed the leadership of the British Standards Institution on September 7. Mr. H. A. R. Binney, whose retirement from the post of director-general was announced earlier this year, has agreed to contribute his considerable experience in international technological agreements and will continue to work with BSI as director-general, international. He will specialize entirely in this field.

Mr. Feilden joined BSI as deputy director-general after being group technical director of Davy-Ashmore Ltd., for seven years. An outstanding engineer and designer, he worked during the war years under Squadron Leader (later Sir Frank) Whittle on jet propulsion and was a notable figure in the development of the industrial gas turbine in this country. He was responsible for the highly successful light industrial gas turbine produced by Ruston and Hornsby, examples of which are now installed in many countries.

His appointments in industry – he subsequently became managing director of Hawker Siddely Brush Turbines – led to much wider service at national levels. He has served on a number of Government and other committees, prominent among which was his chairmanship of the DSIR Committee on Engineering which issued the 'Feilden' Report. He is now a member of the Central Advisory Committee for Science and Technology, the Council for Scientific Policy and the Council of Industrial Design.

World Standards Day—October 14

ON THE INITIATIVE of Mr. Faruk A. Sunter, president – at this date – of the International Organization for Standardization (ISO) and supported by IEC (the International Electrotechnical Commission) 54 member nations are to celebrate the United Nations decision on October 14, 1946, which led to the formation of ISO.

Twenty-five countries from the total membership of ISO – among them, USSR, France, Germany, Italy, Sweden and the United Kingdom – are making special efforts to mark the day. The Soviet Union will be putting on television and broadcast programmes which bring home the benefits of standardization in safety and quality now taken for granted by the general public and pointing to its importance in export prosperity. Germany, France and the Netherlands are holding special symposia among their other activities. BSI is to publish a booklet especially for Members of Parliament explaining the role of international technical discussion in surmounting obstacles to exportrade; is producing its first film covering the Institution's comprehent sive influence in Britain's industrial and economic affairs; and is holding joint regional meetings of the Standards Associates and Women's Advisory Committee. The GPO have agreed to postal franking with the World Standards Day Symbol from 12 industrial cities in Britain in the week in which WSD takes place.

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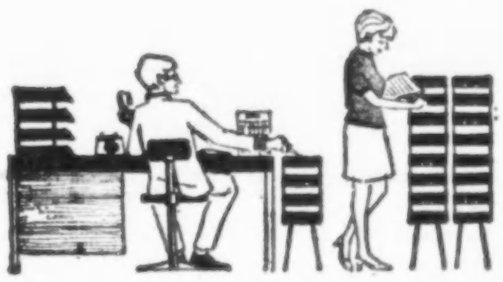

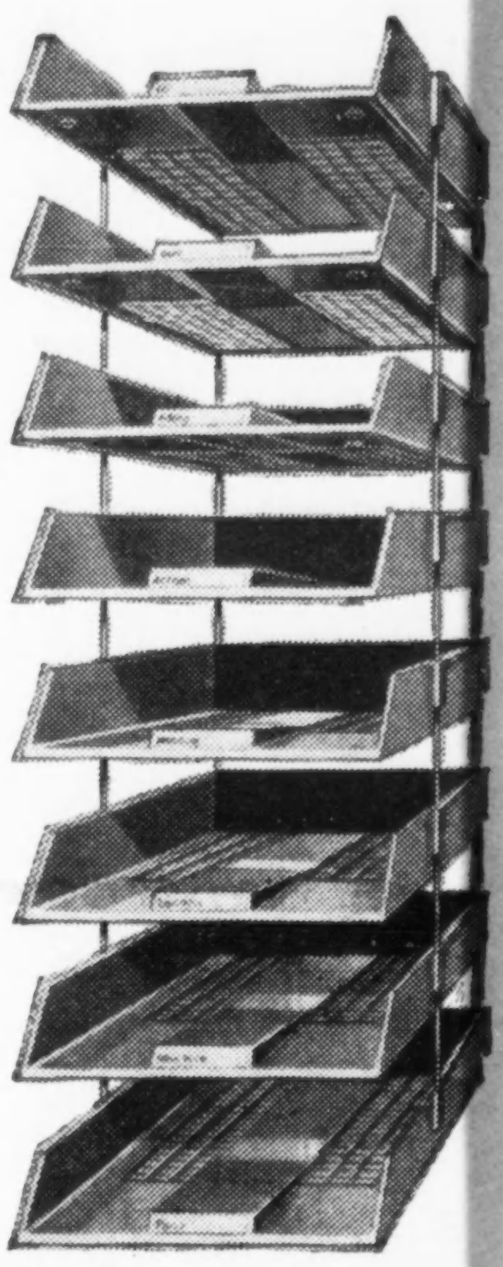

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Changes in export licensing control

A NUMBER of changes in export licensing control will come into force on September 28 as a result of the Export of Goods (Control) Order 1970 which was published on September 14.

The Order removes the temporary control on exports of 'nickel, oxide sinter' and 'nickel and alloys containing 30 per cent or more of nickel in Form I' which was introduced on July 21, 1969, after a labour dispute had curtailed production by the world's major supplier in Canada. This control is being discontinued in view of the continuing improvement in nickel supplies.

The maximum values of low-value copper goods, copper alloy goods, and iron and steel goods which had remained unchanged for many years are being increased to take account of the long-term rise in the general level of copper and steel prices. These controls serve to re-enforce controls on the export of scrap and old metal.

Lead solder in stick form is removed from control.

As a result of the recent animal welfare legislation horses are removed from export control.

The Order includes amendments in respect of goods subject to control for security reasons which have already been published in the *Board of Trade Journal* (October 8, 1969, December 24, 1969, and July 8, 1970).

The Order replaces the Export of Goods (Control) Order 1967, as amended. Copies of the Export of Goods (Control) Order, 1970 (SI 1970 No. 1288) are available from HMSO, 49 High Holborn, London, W.C.1, and branches (price 4s. (20p.) each); or by post from HMSO, PO Box 569, London, S.E.1 (price 4s. 4d. (22p) each).

Inquiries should be addressed to the Export Licensing Branch, Board of Trade, Broadway Buildings, 54 Broadway, London, S.W.1 (Tel. 01-222 7877, Ext. 3308).

Purchase Tax on drugs and medicines

THE COMMISSIONERS of Customs and Excise have made a Direction under Section 17(3) of the Purchase Tax Act 1963 entitled the Purchase Tax (No. 4) Direction 1970 which temporarily exempts further essential drugs and medicines from tax. The effect of the Direction, which is operative from September 9, 1970, is to make the following additions and extension to the entries contained in the Schedule to the Purchase Tax (No. 1) Order 1970.

The additions

To Head II of the Schedule

Aminacrine hydrochloride mixed with domiphen bromide, lignocaine hydrochloride, and 2(dodecyloxypolyethoxy) ethanol;

Oxprenolol hydrochloride.

To Head III of the Schedule

Methyl (±)1-(α . . -methylbenzyl) imidazole-5-carboxylate hydrochloride prepared for veterinary use.

The extension

In Head II the entry relating to 'Mepenzolate bromide' is extended to read 'Meponzolate bromide, whether or not mixed with neomycin sulphate'.

The Treasury will in due course be asked to make an Order which will give permanent statutory effect to this Direction. Traders known to be concerned are being separately notified.

Imports of bananas from the dollar area

THE BOARD OF TRADE Import Licensing Branch have issued Notice to Importers No. 1298. This announces that the quota for imports of bananas from the dollar area during the 12 months from October 1 to September 30, 1971, is 4,000 tons.

Annual review of temporary exemptions from import duty

THE BOARD OF TRADE are now reviewing all temporary exemptions from import duty (mainly chemicals) that are due to expire at the beginning of January, 1971. In addition a special review of certain temporary exemptions on which the full rate of import duty is currently below 20 per cent *ad valorem* is being undertaken.

Full details of the annual review were given in the *Board of Trade Journal*, dated August 26, 1970. Attention is drawn to the proposal to discontinue the current temporary exemptions relating to certain chemical preparations.

Interested parties are particularly reminded that requests for the termination of temporary exemptions or the submission of the relevant cost data should reach the Tariff Division of the Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than October 1, 1970.

The international freight forwarders, Lep Transport are operating TIR road trailer groupage services from the United Kingdom that provide fast freighting at inclusive through rates to all parts of Denmark. The first of these road trailer services was inaugurated in May 1969, and since that date, the services have developed to the point that Lep Transport are now operating direct weekly services from their depots in London, Bradford, Birmingham and Manchester to the depots of their Danish agent, Samson Transport Company in Aalborg, Aarhus, Copenhagen, Esbjerg, Odense, Herning and Kolding.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by September 30.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption Required until	Reference
29.14	2-Chlorobenzoic acid	O-chlorobenzoic acid	December 31, 1970	11247
29.23	Ethylenediamine-*N.N.N'-N'*-tetra-acetic acid	Cobalt tetracemate	December 31, 1970	13494
29.35	2 - (4 - methylsulphonyl-phenyl imidazo [1, 2-a] pyridine	2 - (p - methylsolphonyl-phenyl) - imidazo (1, 2-a) pyridine	December 31, 1970	13491

New advance factories at Thornaby

THE ENGLISH Industrial Estates Corporation has announced that work is shortly to begin on further advance factories authorized earlier this year by the Ministry of Technology for the Teesside Industrial Estate at Thornaby. Steelwork has already been ordered (from North East firms) and tenders for building the two new factories will be invited in the immediate future. It is expected that work will be started in early November following appointment of the contractors.

One unit is a standard factory of 15,000 sq. ft. with a job potential of 60 and the other a block of four terrace units totalling 10,000 sq. ft. This latter type of factory has attracted considerable interest in recent years.

ECGD backs refinery contract for United States

THE EXPORT Credits Guarantee Department has signed a financial guarantee covering the financing of a management, engineering, procurement and site supervision contract awarded to Head Wrightson for a new electrolytic copper refinery to be constructed at Carrollton, Georgia.

Finance for the contract, of approximately £3½ million, is being made available by Lazard Brothers & Co. Ltd., who are acting on behalf of a consortium of British banks comprising Bank of Scotland, Barclays Bank Ltd., Glyn, Mills & Co., Lloyds Bank Ltd., Midland Bank Ltd. and National Westminster Bank Ltd., and is repayable over a period of six years from the scheduled date of commissioning.

The contract, worth £4 million, is between Head Wrightson's plant contracting subsidiary, Head Wrightson Process Engineering Ltd., of Teesside, and Southwire Co. of Georgia. It is the largest contract of its type ever to be awarded to a British company for development in the United States.

The complete new plant, which will have a total value of approximately £8 million, will be based on proven design by the engineering division of Selection Trust Ltd. of facilities incorporated in the plants of Roan Consolidated Mines Ltd. in Zambia and Palabora Mining Company's plant in South Africa.

Design features from international companies will be incorporated to ensure that the most up-to-date practices are used.

Head Wrightson will be responsible for the supply and delivery to site of all equipment for the copper refinery including a copper scrap casting plant and an anode casting plant, and for site supervision.

The plant is scheduled to be commissioned in the spring of 1972.

Quality and reliability convention to be held next month

THE NATIONAL Council for Quality and Reliability is organizing a Q and R Convention in London from October 28-29. The convention, entitled 'Quality Rewards', is mainly directed at the numerically largest section of British industry – expanding and progressive companies in the small and medium range whose continued growth can be sustained by the use of Q and R measures tailored to their overall business situation.

After plenary opening sessions addressed by Dame Elizabeth Ackroyd, director of the Consumer Council; Mr. J. R. F. Moss, director of Naval Ship Production, Ministry of Defence (Navy); Mr. E. L. G. Robbins, member of the Bolton Committee of Inquiry on Small Firms, the convention will divide up into a series of management seminars, specialist seminars for the control of Q and R, case study discussions and Q and R clinics.

Further administrative details and application forms for the convention and its clinics can be obtained from National Council for Quality and Reliability, Vintry House, Queen Street Place, London, E.C.4.

Training levy for Printing and Publishing ITB

MR. ROBERT CARR, Secretary of State for Employment and Productivity, has approved proposals submitted by the Printing and Publishing Industry Training Board for a levy on employers within scope of the Board equal to 1 per cent of their payroll in the year ended April 5, 1970. Employers whose total payroll is less than £12,500 are to be exempt and the reliefs for those with rayrolls between £12,500 and £20,000.

This is the effect of an Order (SI 1970, No. 1272, HMSO, or through any bookseller, price 1s. (5p) net), made by Mr. Carr and laid before Parliament on September 8, which came into operation on September 10.

The levy will be used to make grants for a variety of training activities including analyses of training needs; management development training; attendance at external courses; in-company on and off-the-job training; the employment of training staff; and group training schemes. Provision is made for employers to appeal to independent tribunals against assessment.

Training levy for Furniture and Timber ITB

MR. ROBERT CARR, Secretary of State for Employment and Productivity, has approved proposals submitted by the Furniture and Timber Industry Training Board for a levy on employers within scope of the Board equal to 1 per cent of the first £10,000 of their payroll and 1.25 per cent of the remainder, in the year ended April 5, 1970. Employers whose payroll is less than £5,000 are to be exempt. This is the effect of an Order (SI 1970, No. 1273, HMSO, or through any bookseller, price 1s. (5p) net), made by Mr. Carr and laid before Parliament on September 8, which came into operation on September 10.

Cotton and Allied Textiles ITB's Annual Report

A SERIES of one-day seminars on management and supervisory training and development is seen by the Cotton and Allied Textiles Industry Training Board as probably the most important feature of its second training year.

In its annual report (HMSO price 2s. (10p) net), the Board says that since the introduction of the seminars, very favourable reports have been received about their practical effectiveness. Up to the end of March this year, 19 had been held, attended by a total of 400 representatives. The Board feels that these successful seminars have provided valuable opportunity for personal contact with the industry, Further seminars are planned.

The Board published during the year a number of training recommendations, concerned with preliminary training of textile trainees, decimalization, and induction training. Appreciating the fact that the publication of such recommendations is not a complete objective in itself, it intends to concentrate on the implementation of published recommendations, while continuing to prepare further recommendations.

Low cost automation centre for Bolton

A NEW LOW COST automation centre has been opened at Bolton Institute of Technology. The Bolton Centre, which is the 17th to be opened in the United Kingdom, will form part of a network of low cost automation centres which have been set up with the support and financial assistance of the Ministry of Technology. The centres are designed to assist regional industry in the use of low cost automation techniques and to provide short instructional courses on the applications and economics of these techniques.

Prospects of numerical control programmes in the UK

A TWO-DAY conference on the problems and prospects of numerical control computer-programmes with technology in the United Kingdom, sponsored by the National Engineering Laboratory and the British Numerical Control Society, is being organized by the Birniehill Institute at East Kilbride, Glasgow, on October 1 and 2.

The conference will discuss technology features of existing programmes, user experience and areas in which development could lead to improvements in design and utilization. Contributors will be drawn from developers and users of these programmes in industry and research organizations.

For further details of the conference telephone East Kilbride 20222, Ext. 570.

Aviation and Shipping

Mr Peter Masefield reappointed BAA chairman

MR. P. G. MASEFIELD, whose present appointment as chairman of the British Airports Authority is due to expire at the end of the year, has accepted an invitation from the President of the Board of Trade to extend the term of this appointment for one year.

New address for Leith Mercantile Marine Office

THE MERCANTILE Marine Office at Leith has moved from Custom House, Leith, Edinburgh, 6, to 1 John's Place, Leith, Edinburgh, 6 (Tel. 031-554 5488).

Mr. Michael Noble, President of the Board of Trade, made a number of presentations in London on September 4, including British Empire Medals, Royal Humane Society medals, certificates and testimonials. The President (centre) is pictured here with Cmdr. H. S. May, RN (Rtd.), third from right, and a group of Coastguard recipients of awards at the Coastguard display in the foyer of the Board's headquarters in Victoria Street, London.

Mr. Michael Noble, President of the Board of Trade, visited Board of Trade exhibits at the SBAC air show at Farnborough on September 8. He is seen in the photograph on the left with Captain Trevor Green, Board of Trade Civil Aviation Flying Unit, before inspecting the Unit's HS 748 aircraft. Centre photograph shows the President with Mr. T. A. Addis, NATCS/Evaluation Unit (Hurn) on the Board's NATCS stand in the indoor Exhibition Hall. Right: Mr. Noble with Mr. D. W. H. Davies, Head of Eurocontrol Service for Ireland and the United Kingdom on the NATCS stand.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

New Books

Caribbean: a market report. Prepared by the London Chamber of Commerce. (66 pages. Available from the Chamber, 69 Cannon Street, London EC4. 10s. (50p.).) This report is complementary to the one published in 1968 which followed a mission in September 1967. It was entitled *The Caribbean – a survey for businessmen* (available still from the publisher at 10s. (50p.).) The first report, which was noted in the *Journal* on May 31, 1968, page 1644, contained very detailed background information while the present one highlights the comments and criticisms which resulted from the follow-up mission in February 1970. Jamaica, Guyana, Surinam, Trinidad and Tobago, St. Lucia and Barbados were visited and a section of the report is devoted to market factors in each country. One of the chief aims of the Mission was to examine the position of Britain's share in the market which has been declining in recent years, and it concluded that the development of the Caribbean Free Trade Area would be a further direct threat to United Kingdom exports unless British firms start to invest in the area. CARIFTA is starting to develop inter-regional trade and the good market for some products will gradually disappear as local manufacture starts. On the credit side, the Mission found it encouraging that the United Kingdom was now accepted as a friend rather than as a colonial power, and that in 1969, exports from the United Kingdom started to reverse the downward slide of the previous years.

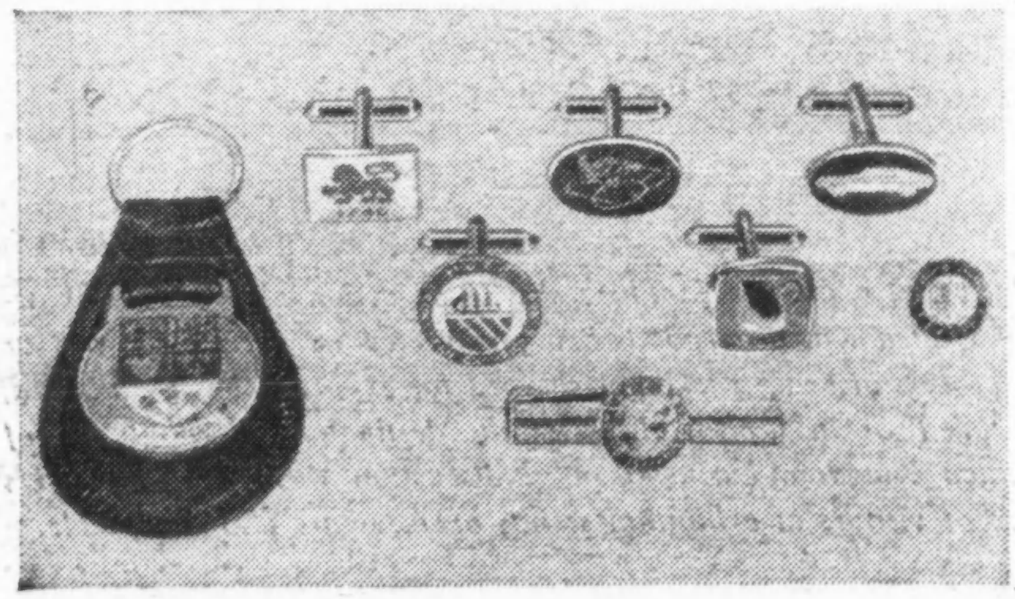
The Strategy of Multinational Enterprise, by Michael Z. Brooke and H. Lee Remmers. (389 pages. Longman. £4 15s. (£4.75) ISBN 0 582 44568 X) Multinational companies, which for the purposes of this study the authors take to be companies carrying out principal activities (other than marketing) in more than one country, are by no means a new phenomenon. Indeed one of the firms approached during this study had been multinational for more than 200 years. But there has been a great increase in this sort of activity since 1950; and, although much has been written about them, this (so the publishers claim) is the first comprehensive work to be published on their organization and management processes, and the methods by which their general and financial policies are formulated. The book is based on research carried out by the authors over some years, including interviews with senior executives from over 80 countries. The first part is concerned with structure and organization, including the relationships which develop between head office and the foreign subsidiary and the role of the executive who finds himself caught up in the processes of decision-making and communicating across frontiers. Part II analyses the sources and methods of financing foreign investments used by multinational companies, the form in which their earnings are taken, and how funds are transferred across frontiers. The study of these problems is descriptive and analytical, and is based on financial data covering 115 individual foreign subsidiaries operating in Britain. The final part contains a description of the size, rate of growth and profitability of foreign investments in selected countries; analyses the reasons that companies give for the initiation or extension of these operations; and takes a brief look at the problems involved in the relationships between companies and countries, including the implications of these for ownership policies. An appendix contains a description of the method and scope of the field studies; and another presents an analysis of the financial data of British subsidiaries of foreign firms operating in the United Kingdom. Most of this has been collected from unpublished sources and shows their profitability, rate of growth, capital structure and sources of funds over an eight year period.

The Crisis of Development, by Lester B. Pearson. (125 pages. Pall Mall Press. £2 2s. (£2 10).) ISBN 0 269 02736 X). Lester B. Pearson – a former Prime Minister of Canada and Nobel prize winner – was chairman of the Commission on International Development set up by the International Bank for Reconstruction and Development, which in 1969 issued the report *Partners in Development* (Pall Mall Press, £2 10s.). That report analysed the current state of aid to developing countries, presented evidence of the progress effected by aid during the past 20 years, and proposed goals and policies for the future. It was welcomed by leaders of major industrial countries, but Mr. Pearson nevertheless regards the present situation as a 'crisis of development'. In this book the five Russell C. Leffingwell lectures delivered by Mr. Pearson at the Council on Foreign Relations in November and December 1969 are reprinted. They offer a broad analysis of the total development picture, including problems of trade, technical assistance, overpopulation, debt levels and private investment. The author's case for aid is based in the first instance on the moral obligation to help, but the strong practical considerations of national interest on the part of industrial nations are also emphasised. The final lecture includes recommendations, based on those put forward in *Partners in Development*, aimed at achieving greater co-ordination and international co-operation.

Finance and Development in Thailand, by Alec A. Rozental. (390 pages. £7 7s. (£7.35).) Distributed in the United Kingdom by Pall Mall Press). The various forms of financial markets in Thailand are described in this study, which is based on field research. It includes chapters on commercial, branch and central banking, financing urban business enterprise, and the capital market. There are over 90 statistical tables, some of which present previously unpublished data.

The History of Foreign Exchange, by Paul Einzig sought to fill a gap in the coverage of this important subject by surveying, in one volume, the entire history of foreign exchange, from its origins to the present time. This second edition (362 pages. Macmillan. £6. SBN 33306492 5) brings the original material up to date by the addition of four new chapters covering the sixties, and a revision of the concluding chapter in the light of recent developments. The book is divided into six periods, each section containing chapters on the evolution of the foreign exchange system and its practices, the main trends of exchange rates, the progress of foreign exchange theory and the changing ends and means of foreign policy. Although primarily designed for the student of foreign exchange and of economic history, the book contains much of interest to the general reader. A useful feature is the select bibliography which appears in addition to the chapter notes listing sources.

Investment in Australia, New Zealand and Asia, by Jon Clinton. (149 pages. Frederick Muller Ltd. £2. SBN 589 07035 5). Australia has in recent years become a world economic power, and together with New Zealand is likely to become the centre of trade, commerce and finance for the whole of Southeast Asia. This book is written to encourage Australians and New Zealanders to take a more active part in the investment of this region. Although not designed to cover the whole field of Asian investment it gives the essential lead into the subject by explaining the technicalities of investment and surveying the opportunities open to prospective investors in most of the countries of Southeast Asia. It also describes the various Stock Exchanges, the kind of protection offered to investors, financial and foreign exchange regulations and the different



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types of shares available in each country. Lists are given of stock brokers in Australia, New Zealand, Hong Kong and Japan and two supplements give exchange rates and a list of principal gazettes and financial journals. Although written primarily for Australians and New Zealanders, this book should be very informative to all who seek to invest in Australia, New Zealand and Southeast Asia.

Companies in the Common Market, by Robert R. Pennington. 2nd edition. (138 pages. Oyez Publications. £1 12s. (£1.60).) is an extensively revised edition of a book first published in 1962, and takes account of the new legislation enacted by Germany in 1965, France in 1966, the minor changes in Belgium and the prospective reforms being studied in the remaining EEC countries.

It summarizes the relevant companies legislation in these countries, and examines the current movement towards its unification on a European basis. The relevant problems facing a British company trading or investing in EEC countries are dealt with, and the processes of raising capital, direct trading through branches, and the formation of local subsidiaries are fully explained.

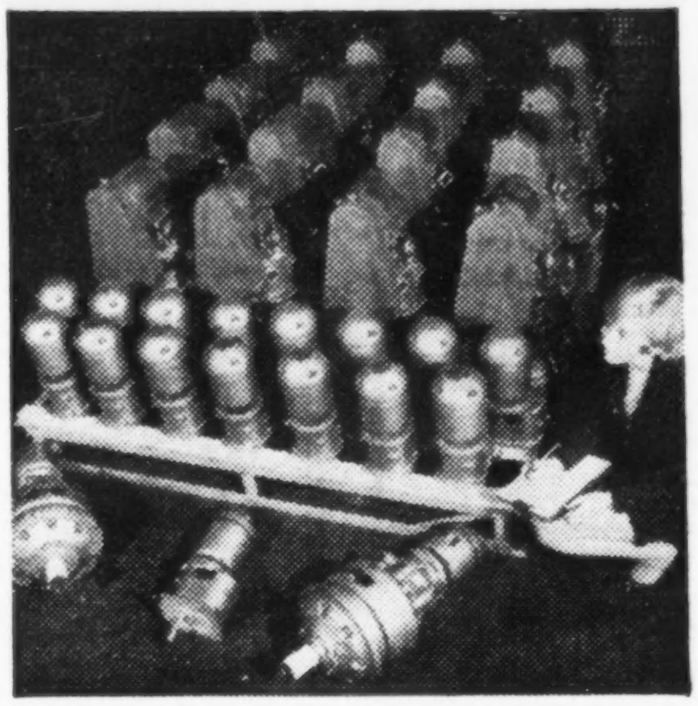
The first edition of the **UK Chemical Industry Statistics Handbook** was published little more than a year ago, and was noticed in the *Board of Trade Journal* for July 2, 1969 (page 19). Encouraged by its reception, the Chemical Industries Association has now published a second edition (135 pages. Available from the CIA, Alembic House, 93 Albert Embankment, London SE1, price £1 10s. (£1.50) post free) in which all the tables have been brought up to date with the latest available figures. In addition the international tables have been expanded to include some production data for the EEC countries, and production indices for both the chemical and 'all manufacturing' industries in these countries. In the section dealing with the United Kingdom, tables involving reference to the Standard Industrial Classification have been duplicated wherever the change from the 1958 to the 1968 edition of that classification has taken place.

The Soviet Union and Eastern Europe: a Handbook. Edited by George Schöpflin. (614 pages. Anthony Blond. £8. ISBN 218 51466 2) is designed to provide a readily accessible source of information on Eastern Europe, including Yugoslavia, and comprises articles covering all aspects of their economic, political and social structures contributed by prominent experts in each field.

A brief introductory section provides the historical background essential to an accurate understanding of the Soviet Union and Eastern Europe, and this is followed by basic information on government, economics, communications and social and cultural institutions. The remainder of the book is devoted to an extensive analysis of political and economic affairs. A useful feature is the section of comparative statistics, which gathers together statistics on many topics including population, labour force, national product, foreign trade, industry and agriculture, transport, consumption and social matters. Lists for further reading are given after each section.

Although this volume is not primarily a marketing study it should nevertheless be of use to all involved in trade with Eastern Europe and the Soviet Union, and will be an essential source of background information for all those intending to enter this market.

FUR COATS AND GEARBOXES FOR OVERSEAS MARKETS



Varatio Ltd., Slough, are to supply Peter Brotherhood Ltd., with Strateline gear reduction units which will be exported to Germany for use in a nylon plant. In the foreground are two type AD/HBVM units with an overall reduction ratio of 400 : 1, *while between and behind them are* 16 *special oil-less type gearboxes with a reduction ratio of* 16·5 : 1. *Used in conjunction with these two types of gearbox is the type shown in the background the E/HBVRAI, with an overall ratio of* 240 : 1.

Miss Margaret Hodges, a Pan American air hostess, and David Hetherington of Lep Air Services, admire one of a number of nylon fur coats that Lep Air Services recently despatched from London to New York, on their new 'Garments on Hangers' Air Container Service. With this new container service Lep Air Services, in conjunction with Air Wingate Ltd., are offering exporters an all-in price per garment from London depot through to delivery to Container Terminal in downtown New York.

Other Publications

AUSTRALIA: A GUIDE FOR PORTFOLIO INVESTORS. 5th edition. 45 pages. The National Bank of Australasia Limited, 6-8 Tokenhouse Yard, London EC2. Gratis.

THE BEHAVIOR OF INDUSTRIAL PRICES, by George J. Stigler and James K. Kindahl. 202 pages. National Bureau of Economic Research. General series No. 90. Distributed by Columbia University Press, 70 Great Russell Street, London WC1. £3 8s. (£3.40) ISBN 0 87014 216 X.

COMMODITY INFORMATION SYSTEMS: THE COMMODITY RECORD AND ITS ROLE IN THE DEVELOPMENT OF A SYSTEM OF COMMUNICATIONS. 97 pages. National Computing Centre Limited, Quay House, Quay Street, Manchester M3 3HU. £3. SBN 85012 024 1.

OFFICE DICTATION TODAY, by B. W. Canning and Douglas Eames. 112 pages. Pitman. 10s. (50p) SBN 273 40451 2.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

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VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Board of Trade (at either the Regional Office covering their area or Hillgate House, 35 Old Bailey, London, E.C.4). The Board of Trade, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature, relating to the product which the businessman is proposing to sell.

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MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
September 22-25	**Heavy duty road making commercial and private vehicles**	**Ordnance Storage & Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham, (Tel. 54272)**

Mobile cranes by Coles, Ransome, Neale, Jones, Commer hydraulic tippers; Aveling Barford dumpers; Fowler, 'Challenger' and Caterpillar 'D4' hydraulic tippers; excavators by Ruston Bucyrus and Blaw Knox; scrapers; graders; heavy duty tractors; AEC Matador trucks; drop-side trucks; water tank trailers; Coventry Climax and Conveyance fork lift trucks; Scammell breakdown trucks; Coventry Climax fire pumps; David Brown and Fordson tractors; Thames trucks and vans; Bedford 'Utilicons; vans, Dormobiles, trucks, coaches, fire tenders; Leyland trucks; Morris Minors, 1000 saloons, utility vans, Oxfords, commercial pick-ups, ambulances; Land Rovers; Austin 'Gipsys', coaches, mini pick-ups, trucks, ambulances; Ford 'Zephyrs,' 'Populars,' 'Anglias,' 'Cortinas'; Vauxhall 'Victors'; Humber 'Snipes', 'Hawks'; Matchless, Triumph and BSA motor cycles; Douglas 'Vespa' scooters, etc.

September 29-30	**Plant and equipment, miscellaneous stores**	**No. 2 Building (adjacent to Indoor Bowling Green) Riverside, Chatham**	**Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3 (Tel. 01-709 0101)**

Diesel road rollers; sheepsfoot roller; 19 RB and Blaw Know excavator conversion sets; AA radar trailers; Bedford fire tenders; Coventry Climax featherweight pumps; fire pumps; lifting and 5-ton ratchet jacks; battery fork lift trucks; lead acid batteries; welding electrodes; galvanized conduit tubing; electric motors; fans and blowers; electronic, telephone, wireless and telegraph equipment; surveying telescopes; theodolites; compasses; prismatic binoculars; wrist, pocket and stop watches; saloon, engine room, wall and bracket clocks; MT spares; rubber tyres; large quantity sisal and manila rope; fireman's axes and kit bags; medical bandages and dressings, etc.; white and coloured blankets; shorts; trousers; raincoats; boots and shoes; mixed rags; hand tools; large quantity furniture; kitchen utensils, tableware and numerous other effects

October 6-8	**Miscellaneous stores**	**Regional Depot RAOC, Hereford**	**Russell Baldwin & Bright (Dept. L), 20-21 King Street, Hereford (Tel. 0432 4366)**

Austin 'Gipsys'; Brockhouse trailers; galvanized water tanks; metal scrap; 45-gall. drums; flat pallets; wireless and radar equipment and spares; aircraft spares; plant and equipment and spares; iron pickets posts; test sets; transformers; rectifiers; electric cable; batteries; tyres; wooden boxes; rescue equipment; extending ladders; paints and dopes; furniture including wardrobes; chests; tables, chairs; cupboards; various items of clothing including, large quantities of vests and drawers; carpets and other textiles

October 13	**Miscellaneous stores**	**TA & VR Centre, Meadowforth Road, Stirling**	**Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. 04-554 2447)**

Austin 1-ton trucks; Bedford 3-ton trucks; industrial fork lift trucks; generating sets; flight deck tractor; workshop equipment; electric cable; electrical and hydraulic equipment; aircraft wheels; neoprene covers; wooden and metal boxes; miscellaneous household and office furniture; 4½-tons cotton pickings; kitchen equipment; clothing including, boots, vests, caps, socks, scarves, ties, blue serge trousers and jackets, white drill trousers and jumpers, seamen's white and blue jerseys, etc.; machine tools and large quanties of miscellaneous stores

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale

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Copies of form of purchase agreement, further particulars, plans and authority to inspect can be obtained from the Board of Trade, Room 42, Parliament Square House, 34/36 Parliament Street, London, S.W.1 (Tel. 01-799 5655, Ext. 26).

Offers should be addressed to the Board of Trade, Room 43 at the above address in envelopes clearly marked 'Offer to Purchase "CANNON" ' and must be received not later than *noon* on October 7, 1970.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.

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The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumer's Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,826		21,757	20,125	20,125	11,372	4,916	1,055	1,020	944	1,752	Series in £ million			
1964	105	108·3	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	111·7	115	114	105	..	121	124	118	127	117	400	262	49	45
1966	110	113·2	122	120	107	100	124	128	114	128	125	241	147	19	6
1967	112	113·9	127	126	110	101	132	124	120	138	142	169	–39	10	11
1968	115	119·8	135	135	112	104	139	128	141	144	142	155	–47	81	95
1969	117	122·9	142	142	112	103	135	135	144	131	131	305	211	–22	37
1968															
2nd quarter	113	118·8	133	131	109	102	136	120	133	147	143	58	24	23	1
3rd quarter	115	120·7	135	135	112	103	138	128	140	144	138	38	7	12	5
4th quarter	118	122·3	138	138	113	104	145	144	155	141	141	131	23	39	40
1969															
1st quarter	114	121·8	140	138	111	102	131	121	135	136	133	95	103	–14	13
2nd quarter	116	123·2	140	141	113	104	133	135	142	129	129	53	32	– 6	– 3
3rd quarter	117	123·2	142	143	113	103	137	142	151	132	130	—	–24	– 9	– 1
4th quarter	120	123·6	146	146	114	103	136	142	148	126	134	157	100	7	28
1970															
1st quarter	117	124·3	149	148	114	103	131	141	138	115	128	– 2	58	–15	– 41
2nd quarter		123·5 p				104									5
1970															
February		124				104									
March		126				103									
April		125 p				103									
May		122 p				105									
June		123 p				105									
July						104									

	Orders	Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries orders on hand (end period)	Retail price Index		Wholesale price index non-food manufacturing industry		Basic hourly wage rates (all industries and service)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-monthly or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	series in £ million
£m. in base year							Series in thousands			4,983	4,365	
1964	119	107·0	*3·3*	103·9	101·9	148·6	362	221	24,566	114	105	–395
1965	123	112·1	*4·8*	106·8	104·6	157·9	308	265	24,785	115	113	– 77
1966	118	116·5	*3·9*	110·2	107·3	168·5	323	255	24,834	119	122	43
1967	108	119·4	*2·5*	108·4	108·2	175·3	512	174	24,475	129	126	–312
1968	108	125·0	*4·7*	120·5	112·4	187·3	541	188	24,331	159	150	–319
1969	117	131·8	*5·4*	125·0	115·9	197·4	535	200	24,308	167	169	416
1968												
2nd quarter	104	125·0	*4·5*	119·5	112·5	185·8	541	185	24,321	158	142	–178
3rd quarter	104	125·7	*5·6*	119·3	112·8	187·7	547	189	24,292	161	154	– 27
4th quarter	108	127·2	*5·6*	120·4	113·1	191·0	532	202	24,348	160	159	– 63
1969												
1st quarter	111	129·7	*6·2*	122·3	114·1	194·7	532	198	24,364	163	159	13
2nd quarter	119	131·8	*5·4*	124·2	115·1	195·6	519	202	24,340	169	167	76
3rd quarter	116	132·0	*5·0*	126·1	116·5	197·8	547	200	24,268	168	173	153
4th quarter	117	133·7	*5·1*	127·3	118·0	201·6	544	199	24,258	169	177	174
1970												
1st quarter	121	136·2	*5·0*	130·1	121·6	209·0	561	192		172	180	153
2nd quarter	126 p	139·5	*5·8*	129·2 p	123·5 p	213·8	563	187		183	182	53
1970												
March	121	137·0	*5·1*	130·8	120·6	211·1	567	188		176	185	
April	122 p	139·1	*5·6*	130·4	122·9	211·8	567	188		180	187	
May	122 p	139·5	*6·1*	129·3	123·6	214·3	560	187		176	174	
June	126 p	139·9	*5·9*	127·8 p	124·1 p	215·4	561	187		192	185	
July		140·9	**6·7**	127·1 p	124·6 p	216·9	593	186		143 p	186 p	
August							593	184				

† Not seasonally adjusted

UNITED KINGDOM TRADE

Unit value and volume index numbers for July

BOTH THE import and export unit value indices rose by just under ½ per cent in July; the terms of trade index remained at 102, the level to which it rose in June.

The import unit value index has shown little upward movement in recent months; in May-July it was only about 1 per cent higher than in the previous three months. This flattening of the index for total imports and the reduction in the level of the unit value index for manufactured goods have been due largely to a sharp fall in the unit values of non-ferrous metals, particularly copper. These are now about 10 per cent below their level in April with most of the fall taking place in the last two months. The unit value index

(*Continued on next page*)

Table 1. United Kingdom import and export value index numbers (unadjusted)

1961 = 100

	Imports					Exports								Terms of Trade†
	Total	Food, bev.-erages and tobacco	Basic mat-erials	Fuels	Manu-fac-tured goods	Total	Non-manu-factures	Manufactured goods						
								Total	Chemi-cals	Tex-tiles	Metals	Machinery and transport eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	108	106	101	107	107	107	105	99
1965	107	113	102	90	109	109	105	109	104	109	113	110	108	102
1966	109	114	103	84	114	113	107	114	106	111	120	114	113	104
1967	109	113	99	92	116	114	102	116	106	111	120	118	116	105
1968	121	120	107	107	135	123	108	126	113	115	131	128	128	102
1969	126	124	115	100	142	127	114	130	116	122	139	131	131	101
1967 1st quarter	108	115	100	82	116	114	104	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	103	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	102	118	108	111	123	120	117	103
1968 1st quarter	120	120	104	108	134	121	108	123	111	113	130	124	126	101
2nd quarter	121	120	108	108	135	123	109	126	113	115	134	127	128	102
3rd quarter	122	120	109	107	136	125	107	128	115	116	133	132	129	103
4th quarter	123	122	110	106	137	126	109	129	116	117	132	132	130	103
1969 1st quarter	124	123	112	104	138	128	114	130	117	120	135	133	130	103
2nd quarter	125	124	115	102	141	128	115	130	118	122	136	132	131	102
3rd quarter	127	125	116	100	144	128	115	131	118	122	139	132	131	101
4th quarter	129	128	117	98	149	129	114	132	118	123	144	133	132	100
1970 1st quarter	131	129	119	96	151	131	116	134	119	124	151	134	134	100
2nd quarter	132	132	121	95	151	134	117	137	123	126	155	137	137	101
1969 January	124	123	111	105	138	127	114	130	117	120	134	133	130	103
February	123	123	112	104	137	128	115	130	117	119	135	133	130	104
March	124	122	113	103	138	128	114	131	117	120	136	133	131	103
April	125	124	114	103	139	127	115	130	117	121	135	133	130	102
May	126	124	116	101	141	128	115	130	118	122	136	132	131	102
June	126	124	115	101	142	128	115	130	118	122	137	132	131	102
July	126	125	116	100	143	128	116	131	117	122	139	132	131	102
August	126	124	115	100	143	128	115	131	118	122	139	132	131	102
September	128	126	117	100	146	128	115	131	118	122	141	132	130	100
October	129	128	116	99	147	129	114	132	118	122	143	133	131	100
November	130	128	117	98	149	129	114	132	118	122	144	134	133	100
December	130	128	117	97	150	130	115	133	117	124	146	133	132	100
1970 January	130	128	118	96	151	130	116	133	118	124	147	133	133	100
February	131	129	120	96	151	131	116	134	119	125	152	134	133	100
March	131	130	120	95	151	132	117	135	120	124	153	135	135	101
April	132	131	121	95	152	133	117	136	123	125	155	136	135	101
May	132	131	121	95	152	134	116	137	123	126	154	137	137	101
June	132	133	122	96	150	135	118	138	123	126	156	138	137	102
July	133	133	122	96	151	135	119	139	124	125	156	139	138	102

† Exports Unit Value as a percentage of the Import Unit Value Index

VALUE AND VOLUME INDEX NUMBERS, *continued*

for fuels, which fell steadily for almost two years, edged up for the fourth successive month in July (although there has been little change in the rounded index). It is possible that the dock strike may have affected the unit values of imports in July by distorting the normal pattern of sources of supply and the commodity composition of imports.

The export unit value index rose a little less in July than in the earlier months of this year but the rise of 2 per cent betwen February-April and May-July is still a good deal more than the rate of increase during last year. There was a general increase in export unit values in July with the indices for non-manufactures and chemicals showing the largest rise. The unit value index for chemicals has increased by 5 per cent since January after changing little during the whole of 1969. The only index to fall in July was that for textiles where unit values have fluctuated this year.

Trends in United Kingdom trade in July and the effects of the dock strike (which reduced imports substantially) are discussed in the article on trade in July which was published in the *Board of Trade Journal* of August 19, 1970.

Notes:

The volume index numbers for exports do not include any allowance for the special influences affecting recording (see *Board of Trade Journal* of September 10, 1969).

This series of index numbers, based on 1961 = 100, was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Table 2. United Kingdom import and export volume index numbers (unadjusted) 1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	103	104	96	112	103	102	107	101	107	100	101	100	102
1963	107	102	101	119	112	108	114	107	113	102	100	107	110
1964	119	104	108	128	136	111	107	111	126	106	102	108	122
1965	120	102	107	140	137	116	111	117	131	105	109	115	128
1966	122	100	102	154	146	121	117	121	140	99	105	121	134
1967	132	104	101	165	168	119	119	119	149	95	108	114	136
1968	146	107	111	175	195	136	136	136	169	111	119	131	158
1969	149	103	108	188	207	150	138	153	186	123	126	148	187
1967 1st quarter	134	106	98	180	167	127	122	128	155	102	113	126	143
2nd quarter	135	107	101	162	176	127	123	128	163	99	118	125	136
3rd quarter	126	100	104	150	156	112	112	112	140	88	103	103	139
4th quarter	136	106	105	178	170	108	117	107	133	90	96	100	126
1968 1st quarter	149	116	109	171	198	134	128	136	167	107	118	133	152
2nd quarter	144	104	112	186	189	133	125	134	174	107	121	131	147
3rd quarter	143	102	114	175	191	132	139	131	164	109	114	120	166
4th quarter	147	110	111	180	196	142	152	140	169	120	123	134	168
1969 1st quarter	149	106	109	198	198	136	122	138	166	112	113	132	174
2nd quarter	152	107	108	186	215	152	141	155	188	124	125	154	179
3rd quarter	145	99	109	176	204	150	134	154	187	120	125	146	196
4th quarter	150	105	109	197	205	160	154	161	196	135	140	154	194
1970 1st quarter	150	104	105	198	208	154	141	157	194	132	130	150	189
2nd quarter	164	105	115	204	240	161	148	163	209	138	145	157	181
1969 January	159	114	123	211	206	139	126	141	165	116	117	134	176
February	139	95	100	189	189	129	117	131	164	107	105	124	163
March	148	110	105	194	201	139	123	143	168	114	118	137	182
April	152	113	107	188	209	142	136	145	182	114	118	136	186
May	155	102	108	192	227	156	148	159	195	133	135	164	153
June	149	106	108	179	209	158	140	162	189	125	123	162	198
July	159	108	115	191	227	157	133	161	193	122	128	160	194
August	139	88	113	170	196	146	128	151	180	119	122	142	200
September	137	99	99	166	188	147	140	149	189	120	125	136	195
October	160	108	117	213	222	153	160	152	202	132	137	144	168
November	140	101	99	178	191	168	155	170	195	140	147	162	215
December	149	106	111	199	202	160	148	162	191	134	136	155	200
1970 January	156	110	116	215	205	152	144	153	190	131	128	147	183
February	144	96	99	190	204	148	138	148	181	124	125	142	177
March	151	107	100	188	216	164	140	169	210	142	135	163	206
April	168	110	114	214	244	163	149	165	212	141	145	164	171
May	155	96	104	200	230	157	137	161	205	132	144	152	186
June	168	108	128	197	245	163	159	164	210	142	147	155	187
July	131	80	72	203	195	163	151	165	217	142	147	157	186

Table 3. United Kingdom and export volume index numbers (seasonally adjusted)

1961 = 100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft, etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	145	824	84	63	121	417	139
1967 1st quarter	132	132	105	97	172	165	164	128	129	128	157	105	116	123	146
2nd quarter	134	133	108	102	158	170	166	123	123	123	157	98	114	119	138
3rd quarter	128	126	102	102	153	159	157	119	120	119	148	92	110	113	140
4th quarter	135	134	102	105	181	175	172	106	106	105	133	85	92	101	121
1968 1st quarter	146	144	114	109	162	195	191	134	132	135	167	108	120	131	153
2nd quarter	142	141	106	112	178	185	179	130	126	131	168	106	117	125	150
3rd quarter	147	144	105	112	180	197	190	139	147	138	171	113	121	131	165
4th quarter	148	144	106	111	184	202	190	140	140	140	169	115	119	135	163
1969 1st quarter	146	143	103	110	192	198	187	138	128	140	170	116	118	131	180
2nd quarter	151	146	109	108	181	210	197	148	141	151	181	123	120	147	185
3rd quarter	149	146	102	107	181	210	201	158	141	162	195	125	131	159	197
4th quarter	149	147	100	108	200	208	204	157	143	158	196	129	134	154	185
1970 1st quarter	151	151	105	109	194	208	207	157	147	158	197	136	134	150	190
2nd quarter	159	158	102	115	196	227	225	156	146	158	199	136	139	148	187
1969 January	145	141	102	108	191	192	181	143	131	143	171	121	122	133	185
February	148	143	100	111	192	205	191	132	123	135	171	112	111	126	171
March	147	145	107	111	191	196	190	141	131	142	167	115	119	134	184
April	149	146	112	109	178	204	194	141	140	142	176	113	115	134	184
May	148	142	100	103	175	214	195	147	142	148	181	126	121	145	172
June	155	152	114	113	190	214	203	156	141	163	187	129	125	162	197
July	151	147	107	107	185	213	200	150	137	154	191	117	121	151	186
August	149	145	97	109	182	213	202	164	148	169	200	130	138	166	202
September	147	145	103	106	177	205	200	159	139	164	195	127	135	159	203
October	150	147	96	111	204	209	202	158	152	158	203	128	133	152	184
November	147	146	98	106	200	205	200	157	139	159	190	129	135	155	187
December	150	149	104	106	196	211	209	155	137	159	194	129	134	155	184
1970 January	147	147	104	108	199	199	198	160	152	159	199	138	137	150	192
February	152	152	103	109	192	213	211	151	144	153	189	130	134	146	183
March	154	153	108	109	191	213	212	159	146	162	202	140	133	154	196
April	157	157	104	111	193	223	222	161	149	162	200	139	138	157	189
May	153	152	97	107	193	221	219	149	136	150	195	128	132	137	189
June	167	166	107	127	203	236	234	158	155	160	203	141	146	151	183
July	121	121	78	65	197	180	179	158	156	159	213	140	140	149	181

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Retail trade in July

THE TOTAL VOLUME of retail sales in the three months ended July was about 1 per cent higher than in the preceding three months, after allowing for seasonal movements. Over the same period, sales by clothing and footwear shops were 4 per cent higher and sales by durable goods shops between 2 and 3 per cent higher; there was little change in the volume of sales by food shops.

For July itself, the seasonally adjusted index of the total volume o sales is 104 (1966=100). The reduction compared with the level of f 105 recorded for both May and June is largely due to a lower volume of sales by food shops in July.

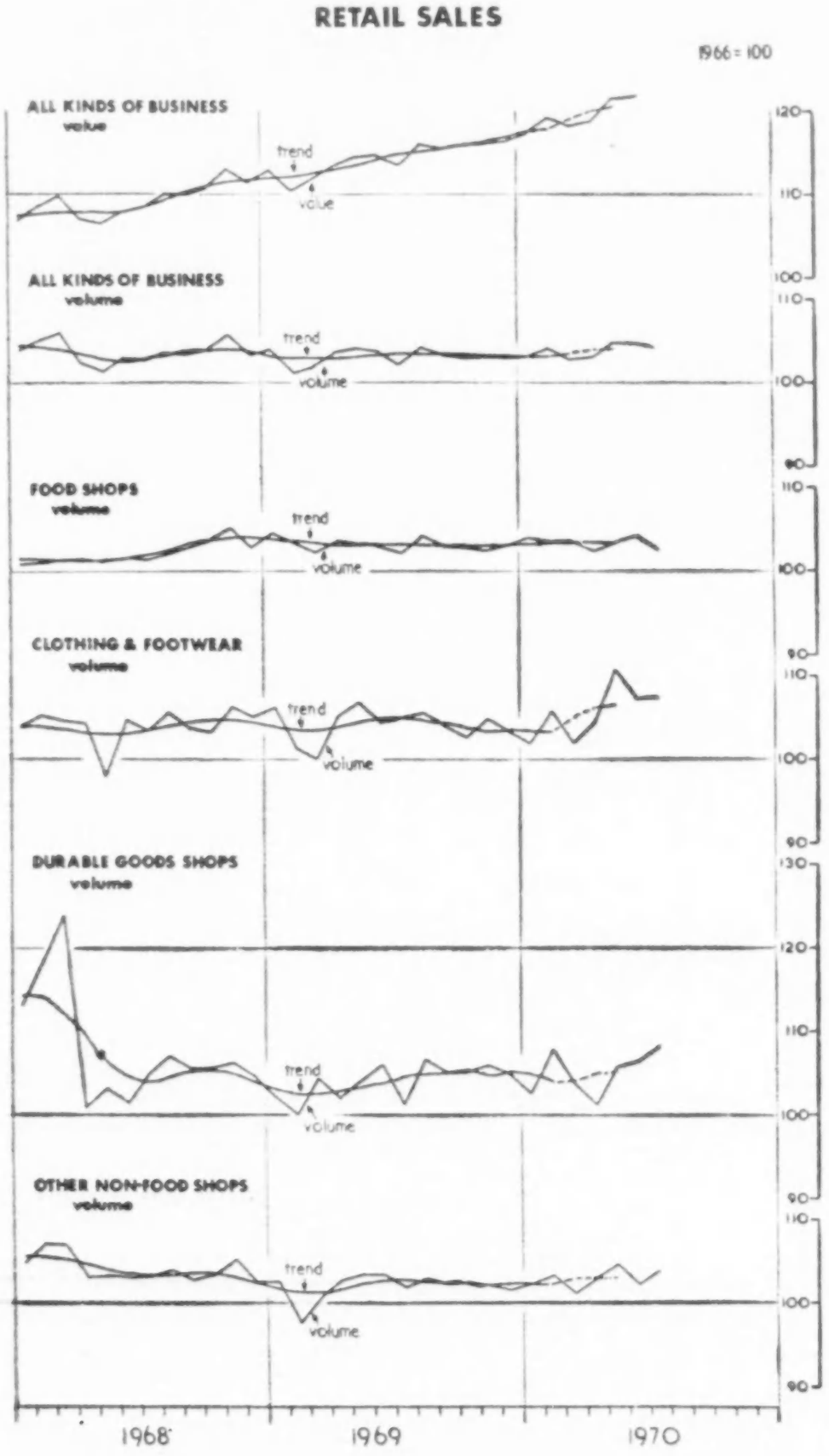

Table 1. Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
(Sales in 1966 – £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(2,542)
1967	101	101	102	100	103	102
1968	104	102	105	104	108	104
1969	103	103	103	104	104	102
1968 3rd quarter	103	102	104	104	106	103
4th quarter	104	104	104	105	105	104
1969 1st quarter	102	103	101	102	102	100
2nd quarter	104	103	104	105	104	103
3rd quarter	103	103	103	105	104	102
4th quarter	103	103	103	103	105	102
1970 1st quarter	103	104	103	103	105	102
2nd quarter	104	103	105	107	105	103
1970 Feb.-April	103	103	103	104	104	102
May-July	105	103	105	108	107	103
Percentage increase	*1*	—	*2*	*4*	*2*	*1*
1970 January	103	104	102	102	102	102
February	104	103	105	106	108	103
March*	103	103	102	102	104	101
April	103	102	103	105	101	103
May	105	103	106	112	106	105
June*	105	104	105	107	106	102
July	104	102	105	107	108	104

Table 2. Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
(Sales in 1966 – £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(2,542)
1967	103	103	103	102	104	103
1968	109	108	110	107	113	111
1969	114	115	114	112	113	115
1968 3rd quarter	109	109	110	108	111	111
4th quarter	112	111	111	109	112	112
1969 1st quarter	112	114	110	108	110	111
2nd quarter	114	115	114	113	113	115
3rd quarter	115	116	114	113	113	115
4th quarter	116	117	115	113	116	117
1970 1st quarter	118	120	117	114	117	119
2nd quarter	121	121	121	120	119	121
1970 Feb.-April	119	120	118	115	117	119
May-July	122	122	122	122	122	122
Percentage increase	*3*	*2*	*4*	*5*	*4*	*3*
1970 January	117	119	116	112	115	118
February	119	119	119	117	120	120
March*	118	120	117	113	116	118
April	119	119	119	117	116	120
May	121	120	122	124	121	123
June*	122	122	121	120	121	121
July	122	122	123	121	125	124

All the series in Tables 1 and 2 are seasonally adjusted independently of each other, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(a) The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by July 1970 sales was the four weeks from July 5, 1970 to August 1, 1970, the period in 1969 was from June 29, 1969 to August 2, 1969. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(†) Including department stores and mail order businesses.

New companies registered in Northern Ireland

IN THE MONTH of July 1970, 30 private companies with a nominal capital of £167,000 were registered in Northern Ireland.

During the period January-July 1970 209 companies with a total nominal capital of almost £1,935,000 were registered as compared with 179 companies with a total nominal capital of almost £1,302,000 registered in the same period in 1969.

Hire purchase and other instalment credit business in July

INSTALMENT CREDIT extended by finance houses in the three months ended July, after allowing for seasonal factors was 2 per cent more than in the previous three months. This continued the upward trend which began in the third quarter of last year. The value of instalment credit sales by durable goods shops was also 2 per cent more in May - July than in the previous three months.

With new credit exceeding repayments in the latest three months, total debt outstanding to finance houses, durable goods shops and department stores increased by £11 million in seasonally adjusted terms.

Finance houses

Credit advanced by finance houses in July was 22 per cent more than in the same month last year following an average of 18 per cent in the second quarter. All categories of finance house business showed increases in July: credit advanced for new cars was 27 per cent more and used cars 8 per cent more than in the corresponding period of 1969. Recent large increases in the 'other goods' category are thought to reflect an increase in 'personal loans' not recorded by finance houses as being made for the purchase of particular goods.

Instalment debt owed directly to finance houses at the end of July totalled £830 million, 2½ per cent more than at the end of July 1969.

Durable goods shops and department stores

The value of instalment credit sales by durable goods shops in July was 14 per cent more than in July 1969, a larger increase than the average during the first or second quarter: although some of this increase can be attibuted to the relatively subdued level a year ago, there has been a continuing upward trend in sales since the third quarter of 1969.

There were increases in July compared with a year earlier in the values of sales by both furniture shops (17 per cent) and other durable goods shops (12 per cent), the latter including a 24 per cent rise for radio and electrical goods shops.

Instalment credit sales by department stores in July were 21 per cent more by value than in the same month last year, a much higher increase than recorded in any month since February 1968.

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted — £ million

	New Credit Extended			Repayments	Increase in debt
	Total	By Shops (†)	By Finance Houses		
1966	904	235	669	1,041	-137
1967	981	235	746	1,027	- 46
1968	1,027	258	769	996	31
1969	930	229	701	956	- 26
1966 1st quarter	270	69	201	274	- 4
2nd quarter	251	61	190	268	- 17
3rd quarter	202	55	147	251	- 49
4th quarter	181	50	131	248	- 67
1967 1st quarter	198	53	145	254	- 56
2nd quarter	215	53	162	254	- 39
3rd quarter	274	61	213	261	13
4th quarter	294	68	226	258	36
1968 1st quarter	292	77	215	264	28
2nd quarter	227	59	168	249	- 22
3rd quarter	251	64	187	243	8
4th quarter	257	58	199	240	17
1969 1st quarter	225	56	169	242	- 17
2nd quarter	223	57	166	239	- 16
3rd quarter	234	58	176	235	- 1
4th quarter	248	58	190	240	8
1970 1st quarter	247	60	187	249	- 2
2nd quarter	259	62	197	248	13

(†) Durable goods shops and department stores; not including other instalment credit retailers.

Table 1. Hire purchase and other instalment credit business

	Increase in debt outstanding to finance houses, durable goods shops and department stores £ million		Finance Houses: *New instalment credit extended per calendar month (Index 1966 = 100)*		Finance Houses: Increase in debt £ million		Durable Goods Shops: *Instalment credit sales per week (Index 1961 = 100)*		Durable Goods Shops: Increase in debt £ million	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
1966		-137		*100*		-84		*93*		-51
1967		- 46		*111*		-15		*94*		-30
1968		31		*115*		26		*102*		2
1969		- 26		*105*		-21		*94*		- *5*
1966 1st quarter	-11	- 4	118	*120*	4	3	97	*104*	-13	- 5
2nd quarter	8	- 17	129	*114*	24	- 5	90	*95*	-15	-11
3rd quarter	-52	- 49	89	*88*	-36	-33	86	*88*	-15	-15
4th quarter	-82	- 67	64	*78*	-76	-49	97	*83*	- 8	-20
1967 1st quarter	-59	- 56	87	*86*	-39	-41	81	*87*	-18	-12
2nd quarter	-18	- 39	113	*96*	- 4	-27	83	*88*	-13	-11
3rd quarter	11	13	129	*128*	20	21	93	*96*	- 8	- 8
4th quarter	20	36	117	*135*	8	32	122	*105*	9	1
1968 1st quarter	24	28	129	*128*	25	24	111	120	- 1	4
2nd quarter	2	- 22	116	*101*	9	-18	86	*92*	- 6	- 3
3rd quarter	5	8	113	*112*	7	9	96	*99*	- 1	—
4th quarter	—	17	101	*118*	-15	11	113	*98*	10	1
1969 1st quarter	-20	- 17	102	*102*	- 7	- 9	87	*93*	-10	- 5
2nd quarter	7	- 16	114	*99*	9	-17	88	*93*	- 1	2
3rd quarter	- 4	- 1	106	*105*	- 2	1	91	*94*	- 2	- 2
4th quarter	- 9	8	96	*113*	-21	4	113	*97*	8	—
1970 1st quarter	- 8	- 2	112	*111*	—	- 1	94	*101*	- 5	2
2nd quarter	37	13	135	*118*	38	12	96	*102*	- 1	1
1970 February	1	1	110	*114*	3	1	99	*105*	- 2	—
March	- 2	- 1	125	*109*	4	1	90	*100*	- 4	—
April	17	6	141	*125*	17	5	93	*99*	—	1
May	12	4	130	*112*	11	3	97	*99*	1	1
June	8	3	135	*115*	10	4	97	*107*	- 2	- 1
July	6	*4*	133	*127*	5	*4*	103	*104*	—	- *1*
3 months ended April 1970	16	*6*	125	*116*	*24*	7	93	*101*	- 6	*1*
3 months ended July 1970	26	*11*	133	*118*	26	*11*	99	*103*	- 1	- *1*
Percentage increase			6	*2*			6	*2*		

(Continued on next page)

HIRE PURCHASE, *continued*

Other instalment credit retailers

Instalment credit sales in July by general mail order houses, which account for most of the credit business of this group of retailers, were 6 per cent higher than a year earlier, a larger increase than recorded in May and June but less than the average for the first half of this year.

Debt outstanding to this group of retailers at the end of July was 7 per cent more than a year earlier.

Table 3. Hire purchase and other instalment credit outstanding

£ million end period

Owed directly to		Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	250
	1969	246	243	240	238	242	239	237	238	237	238	241	245
	1970	246	244	240	240	241	239	239					
Department stores	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	31
	1969	30	30	28	28	27	27	28	27	27	27	28	31
	1970	30	30	28	28	28	28	29					
Finance houses	1966	881	884	885	894	905	909	915	898	873	849	827	797
	1967	782	770	758	754	750	754	765	771	774	784	795	782
	1968	784	793	807	809	815	816	820	825	823	823	823	808
	1969	800	798	801	804	804	810	809	811	808	804	800	787
	1970	780	783	787	804	815	825	830					
Total	1966	1,239	1,238	1,230	1,234	1,242	1,238	1,241	1,217	1,186	1,157	1,134	1,104
	1967	1,083	1,063	1,044	1,035	1,027	1,026	1,035	1,037	1,038	1,049	1,064	1,058
	1968	1,059	1,068	1,082	1,082	1,088	1,084	1,086	1,090	1,089	1,093	1,099	1,089
	1969	1,076	1,071	1,069	1,070	1,073	1,076	1,074	1,076	1,072	1,069	1,069	1,063
	1970	1,056	1,057	1,055	1,072	1,084	1,092	1,098					
Other instalment credit retailers†	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	222
	1969	211	206	203	201	204	203	195	191	189	195	208	232
	1970	226	223	218	215	220	217	208					
GRAND TOTAL	1966	1,419	1,412	1,402	1,405	1,415	1,409	1,408	1,380	1,351	1,327	1,314	1,302
	1967	1,271	1,247	1,225	1,214	1,205	1,201	1,205	1,204	1,206	1,222	1,250	1,266
	1968	1,255	1,259	1,271	1,272	1,276	1,271	1,268	1,269	1,268	1,278	1,296	1,311
	1969	1,287	1,277	1,272	1,271	1,277	1,279	1,269	1,267	1,261	1,264	1,277	1,295
	1970	1,282	1,280	1,273	1,287	1,304	1,309	1,306					

† Comprising general stores (other than department stores), general mail order houses and co-operative non-durable goods departments.

Table 4. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week *and percentage increases compared with a year earlier*

Average of 1961 = 100

(H.P. and other instalment credit sales in 1961 £ million)	Total of Selected kinds of Business (§)		Durable Goods Shops Total (†)		Department Stores		Other Instalment Credit Retailers					
							Other General Stores (‡) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)	
	(£673)		(£303)		(£54)							
1966	124	- 3	93	-17	103	- 1	125	- 6	184	11	93	- 2
1967	128	3	94	2	108	5	119	- 4	195	6	92	- 2
1968	137	7	102	8	115	7	120	1	210	8	93	1
1969	136	- 1	94	- 7	118	3	117	- 3	219	4	91	- 2
1966 1st quarter	115	2	97	- 9	95	8	96	-12	162	14	71	- 1
2nd quarter	119	—	90	-14	97	1	120	2	176	8	86	- 5
3rd quarter	111	- 6	86	-19	92	- 6	108	- 7	160	8	83	- 5
4th quarter	152	- 7	97	-26	128	- 5	176	- 6	237	6	134	1
1967 1st quarter	108	- 6	81	-17	89	- 6	90	- 6	170	5	69	- 2
2nd quarter	118	- 1	83	- 8	96	- 1	110	- 8	186	6	84	- 3
3rd quarter	116	5	93	7	100	8	103	- 4	167	4	82	- 1
4th quarter	170	12	122	25	148	15	175	- 1	256	8	131	- 2
1968 1st quarter	129	20	111	38	105	18	96	7	188	10	69	—
2nd quarter	124	6	86	4	104	8	110	—	201	8	85	2
3rd quarter	120	4	96	4	102	3	102	- 1	175	5	84	2
4th quarter	173	2	113	- 7	149	1	174	—	278	8	132	1
1969 1st quarter	116	-10	87	-22	98	- 7	89	- 7	187	- 1	65	- 7
2nd quarter	129	4	88	2	112	8	112	2	210	5	86	—
3rd quarter	120	—	91	- 6	107	4	95	- 7	187	7	83	- 1
4th quarter	178	3	113	- 1	156	5	175	1	294	6	131	- 1
1970 1st quarter	126	8	94	8	100	3	90	1	207	11	67	4
2nd quarter	138	7	96	9	118	5	115	2	225	7	88	3
1970 February	136	19	99	14	98	9	92	1	233	28	61	1
March*	128	2	90	5	89	—	90	- 3	221	1	78	1
April	140	12	93	12	114	—	107	5	243	17	81	- 4
May	139	3	97	6	131	7	126	—	220	2	94	1
June*	134	6	97	11	111	9	111	2	214	3	90	11
July	129	10	103	14	141	21	108	9	182	6	84	6

Table 4 – *continued*

(H.P. and other instalment credit sales in 1966 £ million)	Durable Goods Shops								Furniture Shops						Other Durable Goods Shops			
	Total (£303)		Multiples (£161)		Independents (£110)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143)(‖)		Radio and electrical, etc. goods shops (¶) (£82)	
1966	93	-17	100	-15	82	-19	95	-19	93	-15	94	-15	92	-15	92	-19	76	-21
1967	94	2	104	4	81	- 1	91	- 4	88	- 5	86	- 8	90	- 2	101	9	82	7
1968	102	8	113	8	87	8	96	5	90	2	87	1	94	4	113	13	90	11
1969	94	- 7	107	- 5	78	-10	84	-12	81	-11	79	- 9	82	-12	109	- 4	84	- 7
1966 1st quarter	97	- 9	101	- 9	90	- 9	106	- 7	95	- 2	95	3	96	- 6	97	-14	85	- 9
2nd quarter	90	-14	97	-13	79	-14	96	-14	91	-10	93	-11	89	- 8	88	-17	73	-18
3rd quarter	86	-19	96	-16	73	-23	84	-24	88	-18	90	-17	86	-18	85	-19	66	-24
4th quarter	97	-26	106	-22	86	-30	93	-31	98	-26	98	-28	98	-25	98	-24	81	-30
1967 1st quarter	81	-17	88	-13	71	-21	79	-26	76	-21	73	-23	78	-18	85	-12	70	-18
2nd quarter	83	- 8	93	- 5	69	-12	80	-16	76	-16	74	-20	79	-11	89	1	68	- 6
3rd quarter	93	7	103	8	78	7	89	5	84	- 5	79	-12	88	2	101	19	81	24
4th quarter	122	25	134	26	105	23	116	26	117	20	118	20	117	19	127	30	107	33
1968 1st quarter	111	38	121	39	98	39	107	36	96	27	92	26	100	28	125	48	101	46
2nd quarter	86	4	98	6	71	3	77	- 4	80	5	80	8	81	3	93	5	72	6
3rd quarter	96	4	109	6	79	1	90	1	83	- 1	79	—	86	- 2	109	8	84	4
4th quarter	113	- 7	123	- 8	101	- 4	109	- 7	101	-13	96	-19	107	- 9	125	- 1	104	- 3
1969 1st quarter	87	-22	95	-21	77	-22	78	-27	71	-26	66	-28	77	-24	102	-18	83	-19
2nd quarter	88	2	102	4	69	- 3	77	—	78	- 3	80	—	75	- 7	99	9	71	- 2
3rd quarter	91	- 6	104	- 5	74	- 6	79	-11	77	- 7	74	- 7	79	- 8	105	- 4	79	- 6
4th quarter	113	- 1	127	3	95	- 7	104	- 5	97	- 4	95	- 1	99	- 8	129	3	104	1
1970 1st quarter	94	8	105	10	82	6	80	2	79	10	79	20	79	3	110	7	95	15
2nd quarter	96	9	111	8	76	10	88	15	83	7	86	8	80	6	109	10	82	15
1970 February	99	14	111	16	87	10	76	13	83	15	87	24	80	7	118	13	102	17
March*	90	5	102	5	74	6	79	- 4	74	11	77	22	72	3	105	2	86	8
April	93	12	106	11	75	14	89	11	80	9	85	10	75	9	106	13	83	13
May	97	6	112	5	76	5	92	15	81	—	85	—	78	—	112	9	84	13
June*	97	11	114	9	77	12	85	19	86	10	88	12	85	9	110	9	80	18
July	103	14	112	10	94	23	91	14	97	17	96	20	98	15	112	12	90	24

(†) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (‡) Includes credit traders calling on customers. (§) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (‖) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (¶) Comprises radio and electrical goods shops, cycle and perambulator shops.

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month *and percentage increases compared with a year earlier*

Monthly average 1966 = 100

(£ million 1966)	All goods (£670)		Private cars, new (£132)		Private cars, used (£250)		Commercial motor vehicles – new and used (£78)		Motor-cycles, side-cars, power assisted cycles (£16)		Caravans new and used (£15)		Farm equipment and tractors (£11)		Industrial and building plant and equipment (£80)		Household goods (†) (£34)		Other goods (£54)	
1966	100		100		100		100		100		100		100		100		100		100	
1967	111	11	116	16	117	17	103	3	105	5	95	- 5	98	- 2	113	13	106	6	96	- 4
1968	115	3	110	- 5	117	—	117	14	109	4	118	23	95	- 3	110	- 3	127	20	117	22
1969	105	- 9	91	-18	101	-14	128	9	77	-29	114	- 4	96	1	105	- 5	107	-16	128	10
1966 1st quarter	118	- 2	130	-11	115	—	118	6	113	- 9	90	-12	87	30	115	1	116	-11	116	13
2nd quarter	129	- 9	142	-18	138	- 5	125	2	154	-22	133	- 1	105	21	114	- 9	101	-17	101	-12
3rd quarter	89	-21	83	-31	89	-23	89	- 4	92	-36	114	- 4	125	5	90	-17	90	-18	90	-14
4th quarter	64	-32	44	-48	58	-36	69	-25	41	-58	63	-17	83	-17	84	-15	94	-27	93	-16
1967 1st quarter	87	-26	83	-36	81	-30	91	-23	53	-53	80	-11	81	- 7	108	- 6	100	-14	94	-19
2nd quarter	113	-13	106	-25	115	-17	114	- 9	138	-10	114	-14	89	-15	127	12	96	- 5	98	- 2
3rd quarter	129	44	139	68	151	70	101	13	135	46	115	1	120	- 4	111	23	100	11	91	—
4th quarter	117	82	133	202	122	111	104	52	92	126	72	16	101	22	107	27	127	35	100	8
1968 1st quarter	129	49	139	67	131	63	133	46	103	96	110	38	85	5	122	13	136	36	121	29
2nd quarter	116	3	102	- 4	121	5	121	6	126	- 9	140	22	85	- 5	116	- 9	113	19	121	23
3rd quarter	113	-12	108	-22	123	-19	102	1	128	- 5	141	23	104	-14	98	-12	121	21	105	16
4th quarter	101	-14	92	-31	93	-24	112	7	79	-15	79	9	108	7	104	- 2	139	9	119	19
1969 1st quarter	102	-21	92	-34	96	-27	131	- 2	63	-39	92	-17	85	1	101	-17	116	-14	129	7
2nd quarter	114	- 2	103	1	114	- 6	139	15	93	-26	152	8	95	11	104	-10	99	-13	133	10
3rd quarter	106	- 6	95	-12	105	-14	118	16	90	-30	124	-12	103	- 1	108	10	98	-19	123	17
4th quarter	96	- 5	72	-21	89	- 4	124	10	64	-19	87	9	103	- 5	106	1	116	-16	126	5
1970 1st quarter	112	9	100	9	101	5	142	9	70	12	99	7	91	7	118	17	116	—	154	19
2nd quarter	135	18	119	16	122	7	169	21	109	17	165	9	109	15	141	35	109	10	199	50
1970 February	110	14	94	7	104	9	137	10	71	20	100	21	112	81	113	32	106	—	151	32
March	125	8	118	7	114	4	162	10	82	3	125	- 5	84	- 8	133	16	114	7	158	19
April	141	18	127	10	130	10	186	31	100	8	160	- 6	118	24	146	38	115	19	177	38
May	130	16	112	15	119	7	159	15	121	27	150	9	89	- 3	138	41	105	2	188	37
June	135	20	118	23	118	5	162	18	106	16	185	25	119	22	137	26	106	10	233	74
July	133	22	96	27	122	8	153	24	114	24	180	33	115	17	137	13	112	9	247	85

(†) Includes pedal cycles and some mopeds; mopeds are generally classified with motor-cycles but some returns do not distinguish mopeds from pedal cycles.

Turnover of the catering trades, laundries and dry cleaners and hairdressers in July, 1970

Note: *All figures in this commentary are at current prices.*
THE TURNOVER of the catering trades in July was 8 per cent more than in July 1969, in line with the average increase on a year earlier in the first half of the year. Laundries and dry cleaners increased their turnover in July by 7 per cent following an average increase on a year earlier of 3 per cent in the first six months. Hairdressers, after little change on average in that period, recorded a small rise in turnover in July.

Catering trades

After allowing for seasonal effects, the turnover of the catering trades was 2 per cent higher in the three months ended July than in the three months ended April. This was a slightly smaller increase than recorded in recent periods.

Catering trades turnover

Seasonally adjusted index numbers of sales per week 1964 = 100

	1968	*1969*	*1970*		
1st quarter	116	122	133		
2nd quarter	116	126	137		
3rd quarter	118	126		3 months ended April, 1970	134
4th quarter	122	129		3 months ended July, 1970	137

Licensed hotels and holiday camps with an increase in turnover of 13 per cent in July and canteens with an increase of 2 per cent showed rather larger increases on a year earlier than those recorded in the first six months of the year. Restaurants, cafe etc. increased their turnover by 6 per cent, the same as in the first six months, whereas the 8 per cent increase for public houses in July was slightly less than on average in the first half of the year.

Laundries and dry cleaners

Both laundries, with an increase of 6 per cent and dry cleaners with an increase of 9 per cent showed increases in July on a year earlier larger than those recorded in the first half of the year. The July increase for dry cleaners was the largest in the last two years.

Hairdressers

Hairdressers' turnover in July was 1 per cent more than a year earlier. Women's hairdressers increased their turnover by 2 per cent, whereas the turnover of men's hairdressers and hairdresser-tobacconists was unchanged in July compared with July 1969.

Table 1. Catering

Index numbers of turnover per week *and percentage increase on a year earlier*† 1964 = 100

Kind of business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Caterers (£1,985 million)	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967	113	100	115	131	108	95	98	104	108	111	123	133	133	128	108	101	114
	1968	117	100	120	135	115	96	100	103	115	114	128	135	138	132	115	109	119
	1969	126	107	128	145	123	108	104	109	124	124	136	147*	148	140	126	116	127
	1970		116	138			111	115	122	128	140	145	159					
	1969	*7*	*7*	*7*	*7*	*7*	*12*	*4*	*5*	*8*	*9*	*6*	*9*	*7*	*6*	*9*	*6*	*7*
	1970	*8§*	*9*	*8*			*3*	*10*	*12*	*3*	*13*	*7*	*8*					
Licensed hotels and holiday camps (£286 million)	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968	122	83	128	169	107	76	81	90	107	119	153	172	180	159	121	100	101
	1969	131	91	140	180	116	87	87	97	120	132	161	186*	191	165	130	107	112
	1970		103	152			95	99	113	127	154	171	211					
	1969	*8*	*9*	*9*	*6*	*9*	*14*	*6*	*8*	*12*	*11*	*6*	*8*	*6*	*4*	*7*	*8*	*11*
	1970	*11§*	*14*	*9*			*10*	*15*	*17*	*6*	*17*	*6*	*13*					
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968	116	101	116	139	109	96	103	103	115	108	122	135	142	140	113	108	108
	1969	122	104	123	147	116	103	103	105	120	116	130	145*	151	145	124	114	112
	1970		111	129			107	112	113	124	130	133	154					
	1969	*5*	*3*	*6*	*5*	*6*	*7*	*—*	*2*	*4*	*7*	*6*	*8*	*6*	*3*	*10*	*6*	*4*
	1970	*6§*	*7*	*5*			*4*	*8*	*8*	*3*	*12*	*3*	*6*					
Public houses (£1,033 million)	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968	118	102	121	128	120	100	101	105	119	115	127	130	130	125	115	111	131
	1969	128	111	131	140	130	115	107	112	129	127	135	144*	142	135	127	118	141
	1970		123	143			118	120	129	132	145	149	155					
	1969	*9*	*9*	*8*	*9*	*8*	*14*	*6*	*6*	*8*	*10*	*7*	*11*	*9*	*8*	*10*	*6*	*8*
	1970	*9§*	*10*	*9*			*2*	*12*	*15*	*2*	*15*	*10*	*8*					
Canteens (‡) (£145 million)	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968	109	114	107	101	116	110	114	117	106	113	104	99	97	104	114	121	114
	1969	113	120	113	104	117	119	119	123	111	116	111	99*	101	111	117	121	113
	1970		118	114			116	118	119	118	113	113	101					
	1969	*4*	*6*	*5*	*4*	*1*	*8*	*4*	*5*	*5*	*3*	*7*	*- 1*	*5*	*7*	*3*	*—*	*- 1*
	1970	*—§*	*- 2*	*2*			*- 2*	*—*	*- 3*	*6*	*- 2*	*1*	*2*					

† The monthly periods consist of four weeks, except those marked * which are of five weeks. The July 1970 period was the four weeks from July 5, 1970, to August 1, 1970, the July 1969 period was from June 29, 1969, to August 2, 1969.
‡ Includes catering contractors other than outside contractors which are included with restaurants, etc.
§ January-July

Business Monitor

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Table 2. Laundries and dry cleaners (excluding launderettes)

Index numbers of turnover per week *and percentage increase on a year earlier†*

1966 = 100

Kind of business Turnover in 1966 (Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Laundries and Dry Cleaners (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1969	101	97	105	103	100	93	97	101	102	109	103	103*	101	104	106	104	92
	1970		98	110			96	100	98	110	110	110	110					
	1969	*1*	*1*	*2*	*2*	*—*	*4*	*- 1*	*1*	*2*	*4*	*1*	*—*	*1*	*—*	*2*	*—*	*- 2*
	1970	*4§*	*1*	*5*			*3*	*4*	*- 3*	*8*	*1*	*6*	*7*					
Laundries (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1969	104	101	105	105	103	99	100	103	101	110	105	107*	103	105	108	108	96
	1970		101	113			103	103	97	112	111	111	113					
	1969	*3*	*3*	*3*	*4*	*2*	*4*	*2*	*4*	*3*	*4*	*2*	*2*	*3*	*6*	*3*	*2*	*—*
	1970	*4§*	*—*	*7*			*4*	*3*	*- 5*	*11*	*1*	*6*	*6*					
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1969	97	92	103	99	95	84	91	98	103	108	100	96*	97	104	103	98	85
	1970		94	105			85	96	99	105	109	102	105					
	1969	*- 2*	*- 3*	*—*	*- 1*	*- 3*	*3*	*5*	*- 4*	*1*	*2*	*1*	*4*	*- 2*	*3*	*—*	*- 3*	*- 5*
	1970	*3§*	*2*	*2*			*—*	*5*	*1*	*2*	*1*	*2*	*6*					

For notes see Table 1.

Table 3. Hairdressers

Index numbers of turnover per week *and percentage increase on a year earlier†*

1966 = 100

Kind of business Turnover in 1966 (Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Hairdressess (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968	104	98	104	106	107	94	98	102	104	103	105	108	107	105	103	103	113
	1969	104	101	105	106	106	99	98	104	106	107	104	107*	108	103	105	104	107
	1970		101	105			99	101	102	103	106	105	109					
	1969	*1*	*3*	*1*	*—*	*1*	*3*	*—*	*3*	*1*	*4*	*1*	*—*	*1*	*- 1*	*2*	*1*	*- 5*
	1970	*—§*	*—*	*—*			*1*	*4*	*2*	*2*	*1*	*2*	*1*					
Men's hairdressers and men's hairdresser-tobacconists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968	105	97	103	109	110	100	98	95	100	98	109	109	108	109	103	104	121
	1969	108	100	105	112	115	101	98	99	102	103	109	112*	114	110	111	108	122
	1970		103	107			103	105	100	100	103	115	112					
	1969	*3*	*2*	*2*	*3*	*3*	*1*	*1*	*4*	*1*	*2*	*—*	*2*	*3*	*1*	*8*	*4*	*1*
	1970	*2§*	*3*	*2*			*2*	*3*	*—*	*2*	*—*	*3*	*—*					
Women's hairdressers and men's and women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
	1969	103	101	106	104	102	99	97	106	107	109	102	106*	106	101	102	102	102
	1970		100	104			97	99	103	105	107	102	108					
	1969	*—*	*3*	*1*	*1*	*3*	*7*	*1*	*2*	*1*	*4*	*1*	*1*	*1*	*2*	*—*	*1*	*- 7*
	1970	*1§*	*- 1*	*- 1*			*2*	*2*	*- 3*	*2*	*2*	*—*	*2*					

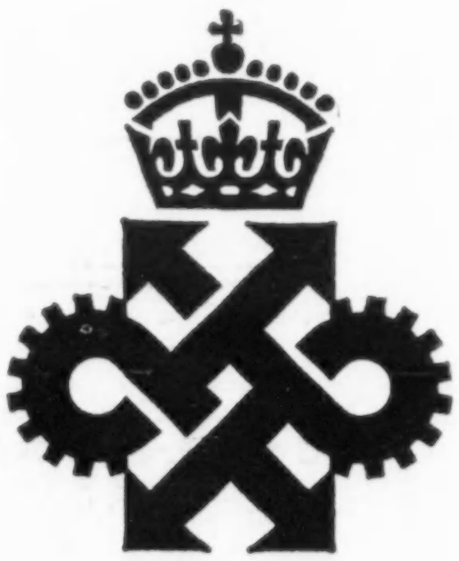
For notes see Table 1.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966, during the week ended Friday, September 11, 1970.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
The Vampire Lovers	Br/E 35049	91	September 7	MGM-EMI Distributors Ltd.	Hammer Film Productions Ltd.
Mining Review No. 1 - 24th Year	Br/E 35050	10	September 7	Data Film Distributors Ltd.	National Coal Board
Sunday Thoughts Series 17:					
Take A Look	Br/E 35051	3	September 8	Rank Film Distributors Ltd.	Religious Films Ltd.
Change of Direction	Br/E 35052	4	September 8	" " "	" "
Reaction	Br/E 35053	3	September 8	" " "	" "
Eyewitness	Br/E 35054	92	September 9	MGM-EMI Distributors Ltd.	Irving Allen Ltd.
Movietone News 2153	Br/E 34921	8	September 11	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2153A	Br/E 34922	8	September 11	" " "	" "
				FOREIGN	
Angels From Hell	F 35048	86	September 7	MGM-EMI Distributors Ltd.	Fanfare Film Productions Inc.
Sex Seekers	F 35055	74	September 9	S.F. Film Distributors Ltd.	Rapid Film, Munich
Run Virgin Run	F 35056	84	September 9	" "	Romano Film Production, Munich
Borsalino	F 35057	126	September 10	Paramount Pictures (UK) Ltd.	Adel Productions, Paris, Marianne Productions, Paris, and Mars Film Produzione, Rome

THE QUEEN'S AWARD TO INDUSTRY 1971



The closing date for receipt of applications is the 31st October, 1970. Application forms and guidance notes may be obtained from the Office of the Queen's Award to Industry, 1 Victoria St, London SW1. Telephone: 01-799 7000

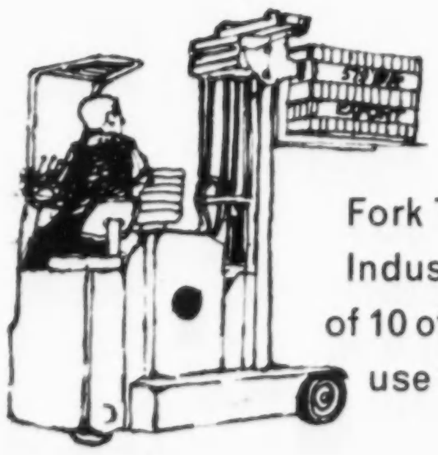
The No. 5 olefine plant at ICI's giant plant at Wilton, Teeside. The plant is soon to have a computer control system similar to that which won the Queen's Award in 1970. ICI have gained the Award for the fifth consecutive year.

THE QUEEN'S AWARD TO INDUSTRY

This supplement contains a selection of items and photographs of firms who have received the Queen's Award to Industry to date. For reasons of space it has been impossible to represent all the Award winners. A full list of 1970 Award winners was published in the April 22 issue of the *Board of Trade Journal* (page 1077). Information on how to apply for the Award for 1971 is on page iv.

The first year's production of the Rolls-Royce Silver Shadow long wheelbase saloon was reserved exclusively for export to the United States. Rolls-Royce Ltd., are one of the only two companies (see ICI above) to have received the Queen's Award in each year since its inception.

FORK LIGHTNING



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The Queen's Award to Industry 1971

THE QUEEN'S AWARD TO INDUSTRY was instituted by a Royal Warrant of November 30, 1965 published on March 22, 1966. This followed the Government's acceptance of the Report of a Committee chaired by the Duke of Edinburgh which had been asked to work out a Scheme for making awards to industry for outstanding achievement in increasing exports or in technological innovation.

Three hundred and sixty six firms now hold the Award including two who have won it in each of the five years since its inception. The sixth list of Award winners will be announced on April 21, 1971, The Queen's actual birthday, and the closing date for applications is October 31, 1970.

Revised scheme

When drawing up the arrangements under which the Awards have so far been made the Duke of Edinburgh's Committee recommended that the Scheme should be reviewed after five years experience of its operation. A review was accordingly carried out earlier this year by a Committee under the Chairmanship of Lord McFadzean and its recommendations have been accepted by the Government. (The reports of both Committees are available from HMSO). The 1971 Awards will be the first made under the revised Scheme.

The purpose of the revised Scheme continues to be to recognize outstanding achievement in exporting or in technological innovation. Some important changes have been made, however. The scope of the Award for export achievement has been extended to cover units exporting services – such as those in the banking, insurance, consultancy, contracting, brokerage, transport and tourism industries and professions – on similar terms and conditions as apply to those exporting goods. The export Award has been extended also to include merchants and others who do not themselves manufacture all they export.

New criteria

The criteria by which achievement is assessed have been reshaped, and are now as follows:

(i) A substantial and sustained increase in export earnings to a level which is outstanding for the products or services concerned and for the size of the applicant unit's operations. Account will be taken of any special market factors described in the application. Applicants for the Award will be expected to demonstrate the basis of the achievement (e.g. improved marketing organization or new initiative to cater for export markets) and this will be taken into consideration. Export earnings considered will include receipts by the applicant unit in this country from its export of goods produced in this country, and its provision of services to non-residents, after deduction therefrom of overseas expenses incurred other than marketing expenses. Income by profits (after overseas tax) remitted to this country from the applicant unit's direct investments in its overseas branches, subsidiaries or associates in the same general line of business will be taken into account, but not receipts by profits on other overseas investment or by interest on overseas loans or credit.

(ii) A significant advance, leading to increased efficiency, in the application of technology to a production or development process in British industry or the production for sale of goods which incorporate new and advanced technological qualities.

The Queen's Award is a corporate honour recognizing the achievments of the unit as a whole and unlike other honours bestowed by Her Majesty, recipients are chosen only from among those who apply for consideration. Application must be made on the official form, which can be obtained from the Office of The Queen's Award. All applications are treated in strict confidence. The Award is granted by The Queen on the advice of the Prime Minister, who is assisted in making his recommendations by an Advisory Committee which includes representatives of industry and commerce, including the Trade Unions, and Government Departments.

After the announcement of the Awards on April 21 the recipients are presented with a Grant of Appointment and a presentation copy of the Award Emblem by the Lord Lieutenant of the appropriate county as The Queen's personal representative. In Northern Ireland presentations are made by the Governor. Presentation ceremonies are usually held at the firm's main premises so that as many as possible of those who have contributed to the Award winning performance can attend.

LEFT:

Employees of Hall Bros. (Whitefield) Ltd., with Lord Rhodes, Lord Lieutenant of Lancashire, and Mr. E. S. Schofield, managing director, at the presentation ceremony on June 22. Halls, who received the Award this year for export achievements of sugar confectionery, have increased their export sales over the past seven years by 400 per cent and now represent 60 per cent of the company's UK production. One of their promotions was the 'World's largest cough-drop' – a Mentho-Lyptus drop weighing over 100 lb. It was very effectively used in store promotions in the United States, the West Indies and Sweden.

On page v, opposite

The Lord Lieutenant of Dumbartonshire, Robert Arbuthnott Esq., and Sir George Gardner, chairman of John Brown Engineering (Clydebank) Ltd., at the firm's presentation ceremony. John Brown Engineering was formed as a company in its own right in 1966 and since then has received about £25 million in export orders.

Award emblem

Holders of The Queen's Award are entitled to display the Award emblem. This was designed by Abram Games, OBE, RDI, FSIA, to symbolize royal recognition of export and technological achievement and can be displayed in a variety of ways. It may be flown by Award holders on a flag, shown on their stationery, advertisements, products and packaging, and used on staff lapel badges. Following the review of the scheme the emblem may be displayed, under certain safeguards, on cuff links, brooches and neckties worn by personnel of Award holders.

Award holders can display the emblem for five years but may apply for further Awards before the five years have elapsed, in respect of further achievements.

The standard of assessment

The Award is given in recognition of outstanding achievement and the very high standards set means that only a small number of Awards is given each year. The extended scope of the Scheme may be expected to bring a rise of perhaps a quarter in the number of Awards made annually. In the first five years of the Scheme there have been 488 Awards (115 in 1966, 85 in 1967 and 1968, 99 in 1969 and 104 in 1970). Of this 488, 337 have been for export achievement, 105 for technological innovation and 46 for achievement in both fields.

The Award winners each year have represented a wide range of British industry with firms varying in size from those with less than 25 employees to those with many thousands. There were successful firms in Scotland, Wales and Northern Ireland as well as all the English Regions.

Application forms and guidance notes for the 1971 Award can be obtained from the Office of The Queen's Award to Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-799 7000). The closing date for the receipt of completed application forms is October 31, 1970.

Sir Anthony Elkins, chairman of Gestetner Holdings, triumphantly raises the Queen's Award emblem. Gestetner export over 83 per cent of their production to 130 countries through 1,300 outlets – a fact which won them the Queen's Award for export achievement this year for the second time.

A BEA stewardess beside the Queen's Award symbol on a Trident Three. The Queen's Award was presented to BEA this year for its technological innovation in pioneering 'Autoland' – the system which will enable BEA jets to land in nil visibility in just a few years time.

Mr. Paul Adorian, chairman of Redifon Ltd. and Redifon Air Trainers Ltd., holding up the Warrant of Appointment after the Queen's Award 1970 had been presented by Sir Gerald Templer, Lord Lieutenant of Greater London. Redifon also won the Award in 1966.

How the Award was won. . .

Aquascutum Ltd.

Aquascutum have been makers of fine clothes for men and women since 1851. They earned the Queen's Award by their substantial and sustained export performance. Since 1948, with an export turnover accounting for a mere 8 per cent of their wholesale trade, they have steadily built up an overseas operation which covers 37 countries, and which represents 46 per cent of the turnover of the Aquascutum Group of Companies.

Barwell Engineering Ltd.

During 1948/53 a type of extruder for producing tyre tread rubber was developed and marketed by Barwell Engineering Ltd., Swavesey, Cambridge. This machine, the Barwell Ram Extruder, is still being successfully sold in many countries, and a revolutionary development from it, known as the Barwell Precision Preformer, has filled an important void in the manufacturing process of general and technical rubber mouldings.

The Precision Preformer, the only machine of its type made, extrudes and cuts rubber compound into the required shapes for moulding; more accurately and more economically in terms of labour, materials and power, than traditional methods previously used. The technical advance which its introduction brought about, was recognized by a Queen's Award for Technological Innovation in 1969.

The 1969 Queen's Award was also received for export achievement and further efforts on this front since then have resulted in a total export turnover of 80 per cent with every indication that this trend will continue.

Bevan Funnell Ltd.

Bevan Funnell Ltd., of Newhaven, who claim to be the largest furniture exporters in the country and manufacturers of Reprodux furniture, won for the second time the Queen's Award for exporting this year. In November 1969 they revealed that they were the first furniture firm to export more than £1 million of furniture world wide which represents 73 per cent of total Group production.

The company started exporting 15 years ago. In 1967 they increased their exports from £350,000 to £750,000 in one year and were the first furniture company to receive the Queen's Award. Their reproduction furniture is exported to the whole of Europe, Canada, United States, Scandinavia, Middle East, Australia.

Black and Decker Ltd.

Black and Decker Ltd. of Maidenhead, Berks., have put popularly priced power tools to the elbow of millions of handymen, but the pioneers of the DIY boom in this country are also said to be the largest exporters of power tools in the world, and it is this export achievement that has twice gained them the Queen's Award to Industry, once in 1966 and again in 1970.

While expanding the domestic power tool market, however, the company maintained its share of the industrial power tool field.

British Aircraft Corporation

British Aircraft Corporation won its third Queen's Award this year, like those for 1967 and 1968, for 'export achievement'.

The Radiochemical Centre at Amersham has introduced the Thyopae-3 kit for the 'T3 test' which is an *in vitro* procedure for measuring the concentration of blood thyroid hormone. About 80 countries regularly receive radioisotopes from the UK Atomic Energy Authority's Radiochemical Centre and during the past year 120,000 consignments have been despatched. The Centre received the Award in 1967 and 1970.

In the past three years BAC has exported products to a value of £213 million and has recently announced that the 1969 figure was a record £85 million. This represented well over 50 per cent of the Corporation's total production and 46 per cent of its total turnover.

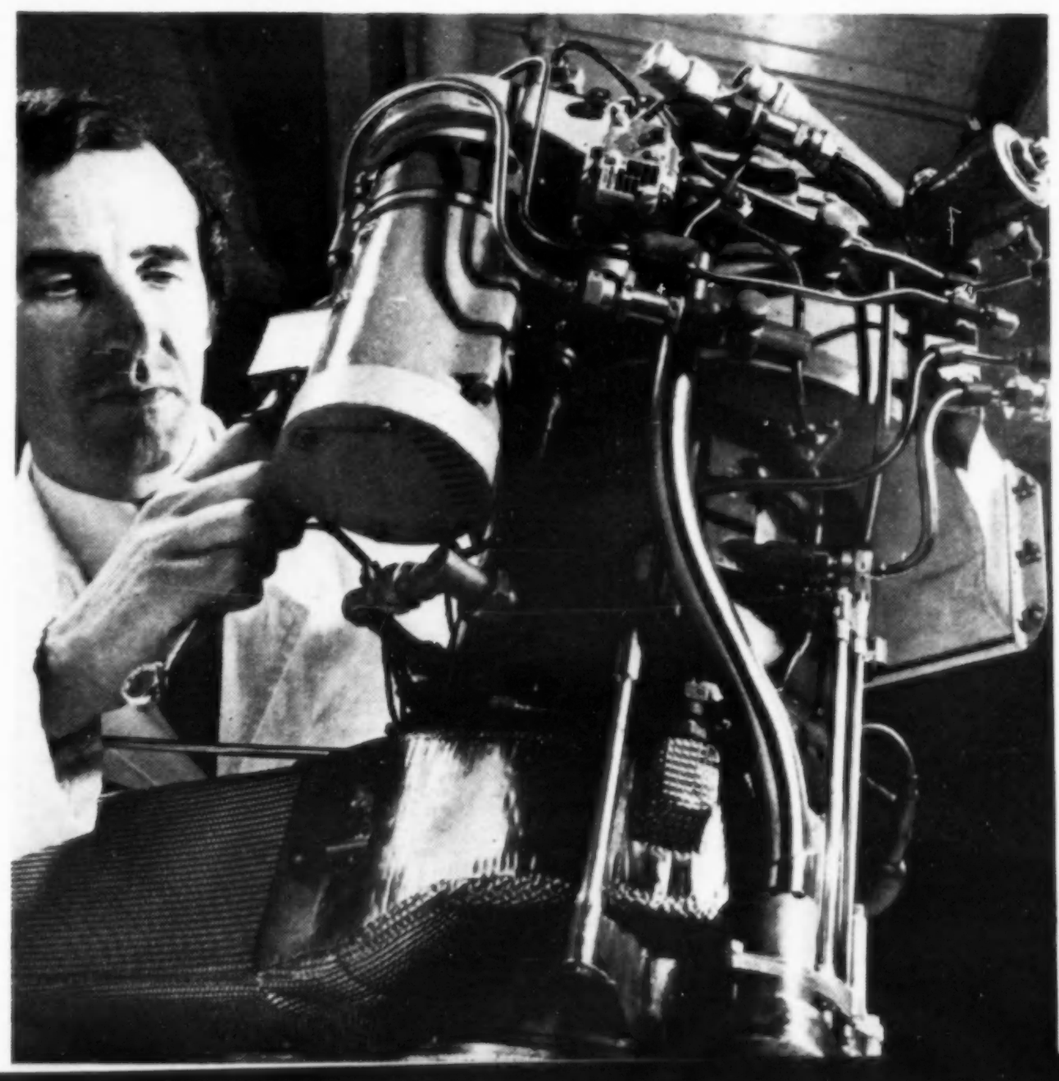
Civil aircraft sales featured largely in the 1969 figures with total exports of over £42 million. Of this total nearly £37 million came from sales of BAC One-Eleven jet airliners.

British Petroleum Co.

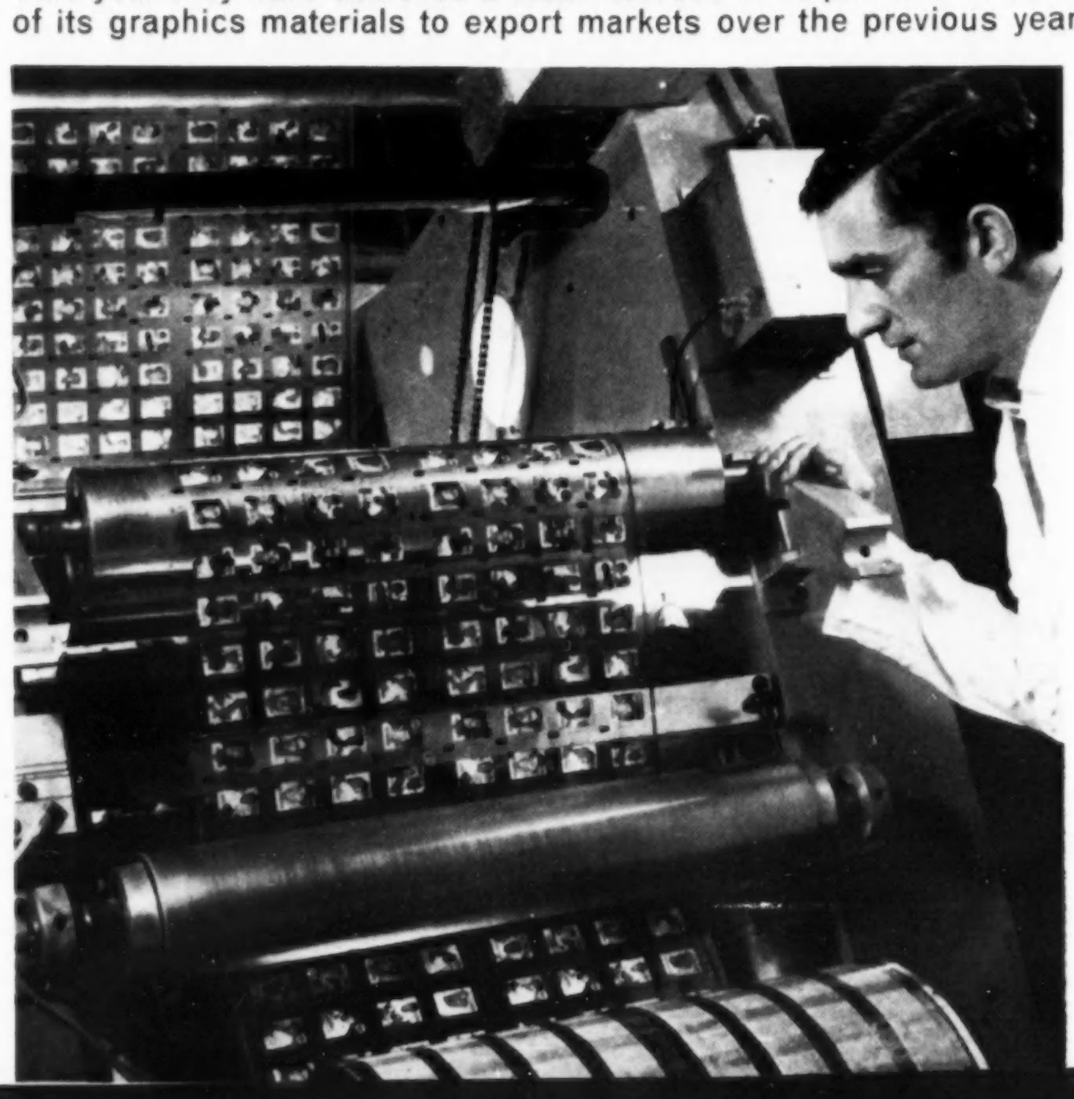
The British Petroleum Company received their 1970 Award in recognition of two technological achievements: the development of BP Enerjet 53, a synthetic lubricant for supersonic aircraft engines, jointly with Geigy (UK) Ltd., and the development of a selective hydrogenation process for petroleum refining.

The advent of supersonic flight has introduced new problems in lubrication which BP

The Queen's Award 1970 for technological innovation was conferred on Rotax Ltd. for the design and development of the gas turbine starter auxiliary power unit for use on the Hawker Siddeley Harrier VTOL aircraft.



Some of Letraset (Industrial) Ltd.'s instant picture premiums being produced at the Ashford, Kent, plant. An order for 7½ million animal units was supplied to Unilever in Portugal recently for a lollipop promotion. Letraset were Queen's Award winners in 1966 and 1970. This year they have achieved a total increase of 48 per cent in sales of its graphics materials to export markets over the previous year.



and Geigy have solved by developing a synthetic lubricant Enerjet 53, which is now being used to lubricate the Concorde Rolls-Royce Bristol/SNECMA Olympus 593 engines during current flight trials. In supersonic aircraft temperatures are abnormally high in comparison with those encountered in conventional aircraft. This meant that an engine lubricant had to be developed that would be capable of operating at high loads and over the temperature range from minus 40 to plus 320°C. Research work started in 1959 on developing a synthetic fluid of suitable volatility, viscosity and freezing point. After that it was necessary to devise a commercial method of production.

Further development work led to an additive system which gives the oil the necessary load carrying ability. This enabled the lubricants to meet the stringent demands of Rolls-Royce/SNECMA engines. As the lubricant was available in January 1965 it enabled development of the Olympus 593 engine to proceed without hindrance and permitted the early testing of many important engine ancillaries since BP Enerjet 53 is also used to lubricate the constant speed drive unit and other equipment in the aircraft.

The selective hydrogenation process which was also developed at the BP Research Centre, Sunbury is cheaper and more efficient than earlier refining processes of this kind. The process uses a highly selective catalyst discovered by BP scientists. It enables low grade gasoline to be converted to high-octane gasoline without the production of unwanted products. At present there are 24 commercial units operating, 21 of which are under licence in 13 overseas countries.

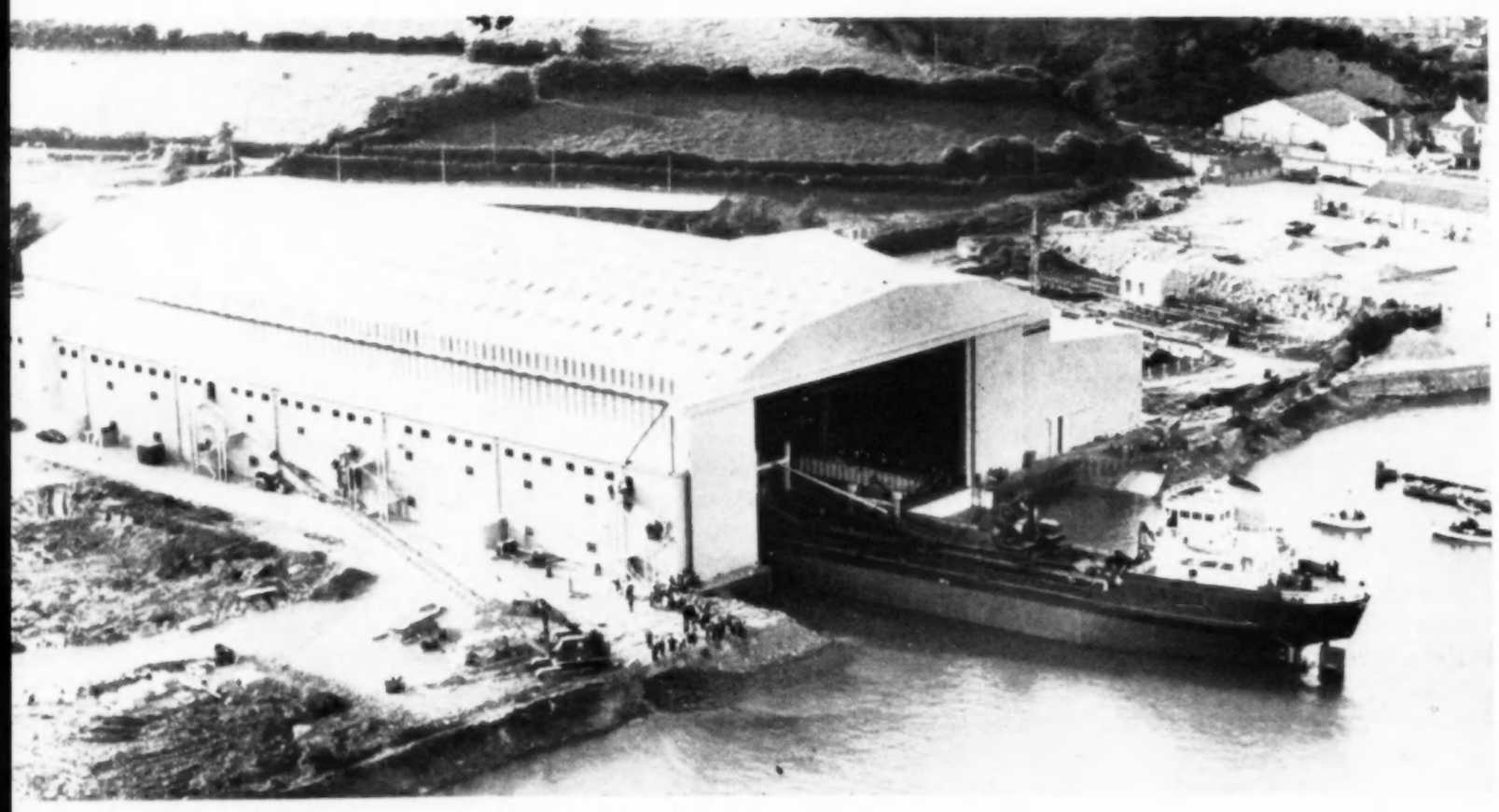
Unscrambling antibiotic vials in preparation for labelling and final packing at Glaxo Laboratories Ltd., Barnard Castle. Glaxo won the Queen's Award this year for the fourth successive year for export achievement. During the 12 months to the end of June 1969 the company increased its total overseas business by 21.1 per cent – raising to 75.2 per cent the total increase over the three-year period on which the latest Award is based. Outstanding successes were achieved in the Far East and Western Europe. For example, exports to Japan last year jumped 51.8 per cent and EEC sales went up by 43 per cent.

British Ropes Ltd.

Dyform prestressed concrete strand is part of an important development for which British Ropes Ltd. received the Queen's Award 1970 for technological innovation. Before British Ropes' invented 'Dyform' there were only two types of wire strand, one spun from round wires, the other from interlocking shaped wires. The 'Dyform' process has produced a third type: a compacted strand with a maximum cross-sectional area of steel and higher tensile strength.

The first major commercial use of 'Dyform' strand was as the central strength-member for a new design in lightweight submarine telephone cable. 'Dyform' was used in 'Contat', 'Compac' and 'Seacom' sections of the Commonwealth cable system. Principal advantages of this strand include, as well as a higher strength to size ratio than conventional strand, a smoother surface allowing finer diameter

(Continued on next page)



The first ship to be 'floated out' of the recently opened totally enclosed shipyard at Appledore Shipbuilders Ltd. in North Devon, backs out into the River Torridge. Six years ago Appledore Shipbuilders – now part of the Court Line Group – faced liquidation. Today the yard has an £8 million order book and work for its 600-strong labour force stretching into 1972. Appledore gained the Queen's Award for technological innovation this year.

Vosper Thornycroft Ltd. – twice Queen's Award winners – are well known as designers and builders of fast patrol craft and in recent years have developed a range of designs of larger naval vessels. The company has been outstandingly successful in obtaining orders from abroad for ships entirely of their own design. This picture shows the maintenance and repair ship 'Zeltin', designed and built by Vosper Thornycroft, housing a 96-ft. fast patrol boat, also built by the Group. 'Zeltin' was built for Libya.

This double-exposure photograph demonstrates the two states of a new type of display panel, using a special 'liquid crystal' material which is being developed by the Marconi Co. Ltd. The panel has no moving parts and is normally transparent but words or other information appear when a low voltage is supplied. Between 1966 and 1970 Marconi has received the Queen's Award four times and has been cited twice for export achievement and four times for technological development.

Instruments, fabrics, rolled gold, lubricants . . .

tolerances, lower stretch, less torque, and a stable construction less liable to distortion.

These properties have led to the production of 'Dyform' prestressed concrete strand. Nearly 9,000 tons of 'Dyform' prestressed concrete strand are being used to stress the pressure vessels in three of Britain's latest design of nuclear power stations – Hinkley Point 'B' in Somerset, Hunterston 'B' in Scotland and Hartlepool. This is the third successive year that the Group has won an Award.

John Brown Engineering (Clydebank) Ltd.

The Queen's Award was conferred upon John Brown Engineering (Clydebank) Ltd., this year for export achievement before October 1966, the company was the Engineering Division of John Brown & Co. (Clydebank) Ltd., (whose shipbuilding interests are now merged within Upper Clyde Shipbuilders Ltd.). After the formation of John Brown Engineering (Clydebank) Ltd. more emphasis was placed on the activity of manufacturing and selling gas turbines both as mechanical drive prime movers and as turbo generator packaged power plants. In the three years since the formation of John Brown Engineering (Clydebank) Ltd. sales have been in excess of £25 million, almost all of which are for export. Sales have been achieved in Thailand, the Arabian Gulf States, Australia, Brunei, Bahamas, The Caribbean, and South America, and a considerable number have been exported to the United States.

Cambridge Scientific Instruments Ltd.

Cambridge Scientific Instruments Ltd. won its fourth consecutive Queen's Award this year. The Electron-Probe Unit of the Cambridge Company – a member of the George Kent Group's Scientific and Medical Division – achieved this notable success for increasing, for the third year running, the exports of its Stereoscan scanning electron microscope and Microscan 5 X-ray microanalyzer.

Both instruments have been used extensively throughout the world for research, scientific and industrial purposes and recently for examination and analysis of moon rock brought back by Apollo missions.

The Cementation Group

The Cementation Group of Companies' world-wide mining, specialist engineering, civil and building operations have over a period of many years been under-written by the Group's research and development laboratories. The Queen's Award for technological innovation gained by the Group this year, therefore, recognizes many years of effort in the development and application of ground engineering techniques whose use makes possible the creation of civil engineering, building and mining structures and in particular the employment of grouting methods in the sinking of mine shafts through weak and heavily water-bearing strata. This is of the greatest significance in view of the increasing emphasis being placed on the discovery and subsequent exploitation of mineral deposits throughout the world.

Joseph Cheaney and Sons Ltd.

Joseph Cheaney & Sons Ltd. believe that they were presented with the Queen's Award in 1966 mainly because their percentage of exports to total business was considerably and consistently, higher than the average for the shoe industry. Figures for the three year period November 1962-November 1965 indicated that overall 49 per cent of total production was exported, and last year it had risen to 51.5 per cent. Furthermore, orders on hand at the time of the application were showing a progressive increase. It is the firm's belief that a merchandise manager must buy what he believes he can sell rather than attempting to sell what a manufacturer wishes to make.

A further conviction is that direct selling from factory, as distinct from the employment of agents, is far more effective and assists in maintaining an economical, close working and enjoyable business relationship with customers. One salesman, of director status, personally visits overseas markets at regular intervals twice each year for the purpose of developing existing accounts and seeking new business in close relation to production capabilities.

Darlington & Simpson Rolling Mills Ltd.

Darlington & Simpson Rolling Mills Ltd. gained their second Queen's Award for export achievement this year. The company was among the first recipients of the Award in 1966. The value of their export sales between 1967 to 1969 have risen to over 60 per cent. The present value of the company's overseas business is in excess of £3 million per annum. Every opportunity has been taken to reap the full advantages of devaluation, and the company's specialist role in the field of Rolled Steel Sections has been exploited to the full.

Particular success has been achieved in the North American market which the company first entered in 1964 in a limited way, and the value of sales to the United States and Canada have increased between 1967 and 1969 by over 130 per cent. As the sections supplied are for use in the American automobile industry, deliveries have to be made to a firm scheduled programme. Darlington is proud that deliveries can be made on time to a destination over 3,000 miles away. It is equally proud that it is able to produce to the particularly stringent Zero Defects Standards of United States Automobile Industry Code of Safety.

Ampoule filling at Burroughs Wellcome, Dartford, in the Sterile Products Department. The department has been completely re-equipped with modern machinery.

Casting base metal backing blocks for use in the production of rolled gold by Johnson Matthey Metals Ltd. Johnson Matthey and Co. Ltd. won the Queen's Award this year for export achievement for the second time in three years. The Group's companies currently export goods to over 100 countries.

Kenneth Hann, chairman of GKN Somerset Wire Ltd, at the machine used for manufacturing Stabilized Strand. The production of this wire – which is claimed to have revolutionized the manufacture of prestressed concrete structures – won the Queen's Award for 1969 for the company.

Dunlop Hose Division

The Queen's Award in 1970 was conferred on the Dunlop Hose Division for export achievement and for technical innovation. This is the first Dunlop division to achieve this double distinction. Exports of all types of Dunlop hose rose from £769,000 to £2,152,000 in the three year period 1965/66 to 1968/69 representing an increase of 180 per cent.

Particularly dramatic increases were recorded in sales of wire braided hose in Europe and the Americas. Sales of hose for the oil industry have continued to increase and Dunlop oil suction and discharge hoses are now in use at installations throughout the world.

Direct exports from the division's factories in Gateshead and Grimsby now account for 31 per cent of the total turnover.

Dobroyd Ltd.

Dobroyd Ltd. are world-famous manufacturers of fine quality fabrics for the ladies trade.

Although Dobroyd have been exporting to a large variety of markets for many years – they were one of the first British woollen manufacturers to appoint an agent in the Far East in the early 20's – it is only since the last war that a concentrated drive has been made to increase this trade. The result of these efforts was a 77 per cent increase in direct exports between 1964 and 1967. Exports now represent nearly 70 per cent of production.

EFCO Ltd.

In the last three years orders for more than £10 million worth of equipment and processes have been received from the USSR and Poland by EFCO Ltd. The largest orders have come for machines and processes for the Togliatti factory now under construction in Russia for the manufacture of Fiat 124 saloon cars. The Efco-Udylite electro-plating plant being supplied there consists of 4 Senior automatic machines, 8 double-row and 2 single-row Processmasters, a Programme Master and a barrel plating line.

EFCO's Process Heating Division have done particularly well recently in Poland. Orders received include those for the supply of sealed quench furnaces with atmosphere generators and control equipment; pit-type carburizing and nitriding furnaces; and conveyor furnaces.

John Emsley Ltd.

John Emsley Ltd., of Bradford, owes its origin to the formation in the year 1860 of J. Emsley & Co. Ltd. with a small plant of 40 looms. Little progress was made until the late Mr. John Emsley became a partner in 1887, after which he started to expand. In 1947 following the death of Mr. John Emsley his group became a public company, since when other businesses have been added at intervals.

While the group has always been export minded, a recent change of policy led to an intensification of export effort. The group now exports fabrics to 44 countries, and won the Queen's Award for 1966, for export achievement.

James Garnar & Sons, Ltd.

During the last ten years the family business of James Garnar & Sons Ltd. has broadened its markets and is now regularly exporting to more than 50 countries. Its high quality leathers are now known in every continent.

By continuous visits to every potential market Garnars have established their name and reputation as leading British exporters in their field. This selling campaign is supported by resident agents in the principal markets and by participation in any trade fairs which could be expected to provide further outlets. In this way the company, and two of its subsidiaries, received the Queen's Award in 1967.

Geigy (UK) Ltd.

Geigy (UK) Ltd. were granted the Queen's Award 1970 in recognition of technological innovation, jointly with the British Petroleum Co. Ltd., in the development of a synthetic lubricant for supersonic aircraft engines.

The lubricant was specifically developed to meet the stringent operating requirements of such high performance engines as the Olympus 593B for use in the Concorde aircraft.

The Award coincides with Geigy's 50th Anniversary in the United Kingdom.

General Motors Scotland

The 1970 Queen's Award for export achievement was conferred upon General Motors Ltd., Scotland. They also received the Award in 1966 as Euclid (Great Britain) Ltd.

Exports of construction equipment have almost doubled in three years and the company are presently exporting 70 per cent of production. A further improvement in export performance is expected for the year ending August 31, 1970.

High Duty Alloys Ltd.

The Queen's Award for 1969 was conferred on High Duty Alloys Ltd. for technological innovation in the development of structural aluminium alloys for high speed aircraft. Several years before the British and French Governments decided, separately, to initiate feasibility studies into the building of a supersonic transport passenger-carrying aircraft with an aluminium alloy as the main structural material, the Research and Development Division of High Duty Alloys Ltd. began to compare the relative merits of selected 'Hiduminium' alloys in anticipation of this possible new application.

Subsequently, the British Ministry of Aviation sponsored a separate extensive study of the elevated temperature tensile, creep and fatigue resisting properties of appropriate aluminium alloys and this eventually resulted in the choice of the H.D.A. alloy, Hiduminium-RR.58. Quite independently, and before agreement was reached between the two Governments in 1962 to build the project on a co-operative basis, the decision was made by the French Ministère de l'Air also to use Hiduminium-RR.58 for building the first supersonic transport airliner, the Concorde. In France, the alloy has been made under licence and sold under the designation A-U2GN.

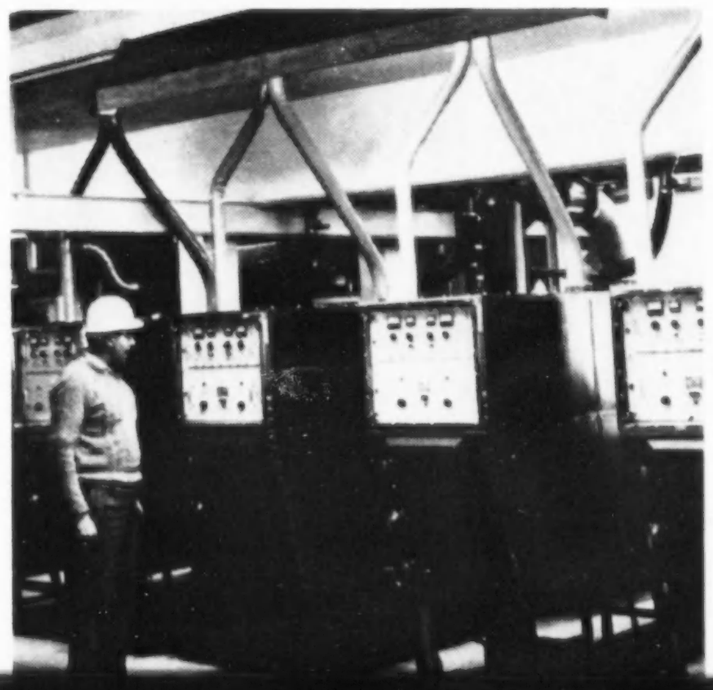
(*Continued on page xvi*)

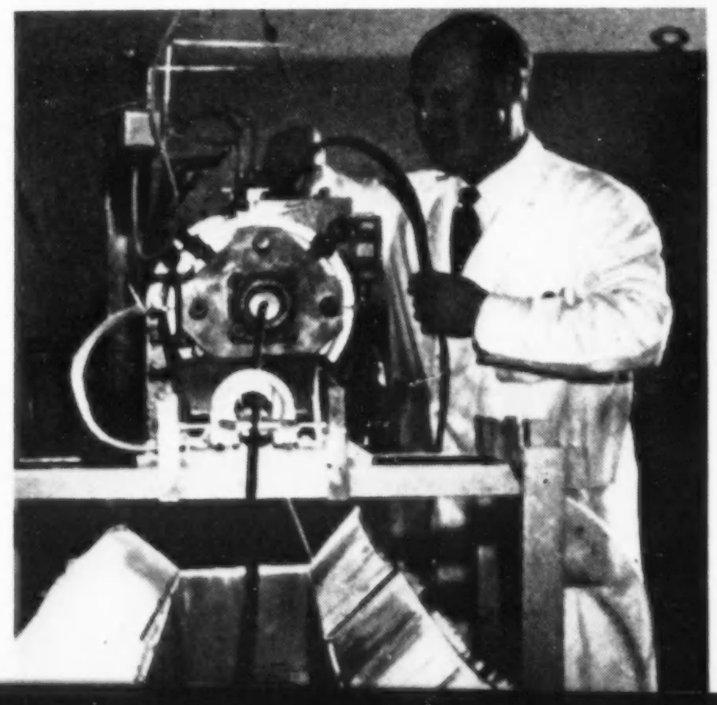
Sir Gerald Templer (left) presenting the Queen's Award to Lord Hill, chairman of the BBC in 1969. The Award was made to the BBC for the Advance Field Store Standards Converter. Since then licences for the manufacture of this equipment have been granted to the Rank Organisation and to Pye TVT Ltd. These firms have built and sold converters valued at about £400,000.

A Queen's Award for technological innovation was made in 1968 to the Rubber and Plastics Research Association for work on the continuous vulcanization of rubber using the fluidized bed. Picture shows Mr. A. L. Soden, who has been in charge of the development of the beds almost from the inception of the idea. In all a considerable financial benefit has arisen from the sale of the fluidized bed systems and the fringe benefits both in the UK and overseas

A typical fluoroscopic X-ray installation showing a Watson's Autonome 6 tilting table and a Kompact 9 image intensifier. The Queen's Award was presented to Watson and Sons (Electro-Medical) in 1969. The firm, a member company of the new GEC Medical Equipment Group, exports more than 85 per cent of all the medical X-ray equipment leaving this country. Over 100 countries use the apparatus.

Gunsons Sortex Ltd. manufacture electronic sorting and sensing equipment for use mainly in the food, agricultural, chemical and mineral processing industries. Picture shows an installation in South Africa for the detection of diamonds from mining aggregate by X-ray fluorescence. In 1968 Gunson's Sortex Ltd. was awarded the Queen's Award for export achievement and technological innovation.

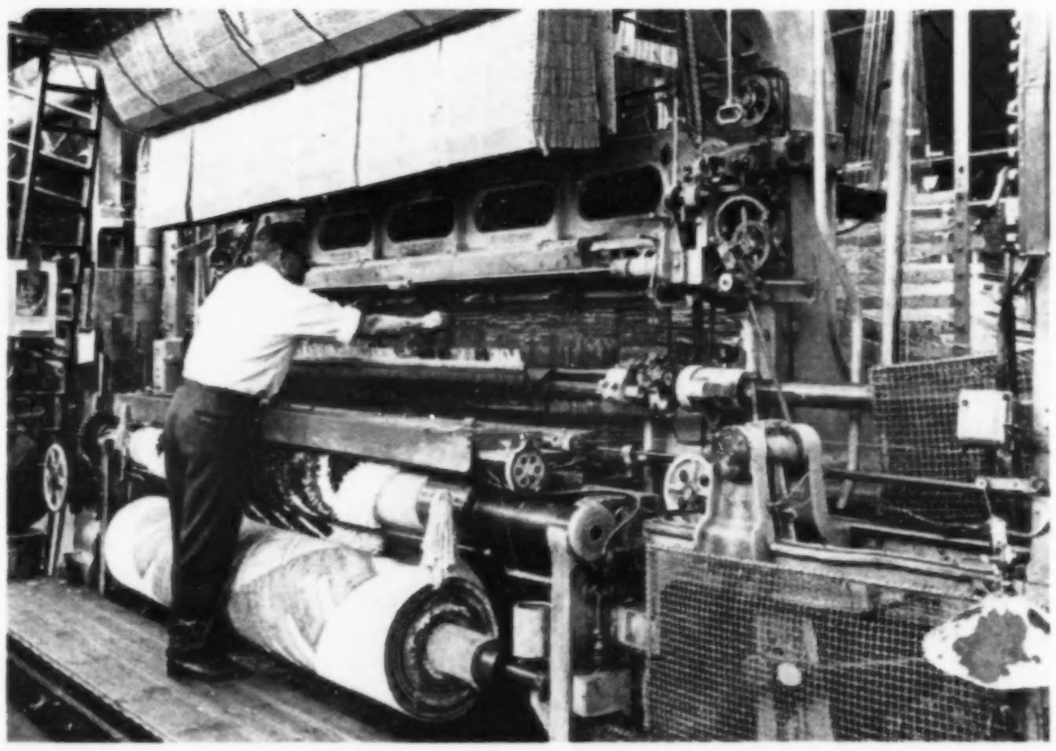




From Bailey bridges to Babywear . . .

Bailey bridge project in East Pakistan. Thos. Storey (Engineers) Ltd. obtained the world rights for the production of Bailey bridging in 1950. Since joining the Acrow Group in 1960. they have quadrupled their turnover, exported 85 per cent of their production, and gained many new customers, including foreign governments.

Ken Houlton of May and Baker (Canada) Ltd., examines a trial plot of wheat sprayed with 'Buctril' M. May and Baker's award in 1969 was for technological innovation in developing a new group of herbicides based on 4-hydroxybenzonitrile. Based on bromoxynil, 'Buctril' M was developed for the Canadian market to meet an urgent need for the control of difficult weeds affecting over five million acres. In 1968, the year before the grant of the Queen's Award to May and Baker, nearly 80 per cent of production was exported and of this, 75 per cent to North America.



Production of Norsk rugs at Quayle Carpets Ltd. The firm – 1969 Award winners for export achievement – are well known for the export of Norsk rugs (challenging the traditional Rya rugs of Scandinavia) to Scandinavia and North Europe. In the year of assessment leading to the award 32 per cent of total production of carpets of all kinds was sold overseas. Since then exports have risen to 35 per cent.

Babywear fashioned garment knitted in a single piece on the Bentley FCM machine. For many years over 80 per cent of the output of the Bentley Engineering Co. Ltd. has been exported and increasing exports were acknowledged in 1968 with the Queen's Award.

Kangol Wear Ltd. have won two Queen's Awards, the first in 1966 and the second this year, both for export achievement. Kangol exports 64 per cent of its production to Austria, Denmark, Eire, Finland, Germany, Holland, Italy, Norway, Spain, Sweden, Switzerland, the United States, Australia, South Africa, New Zealand, Canada, Greece and Japan.

Aveling-Barford 35-ton payload dump trucks in operation on excavation work for the Kafue Dam in Zambia. Aveling-Barford gained the Award in 1967.

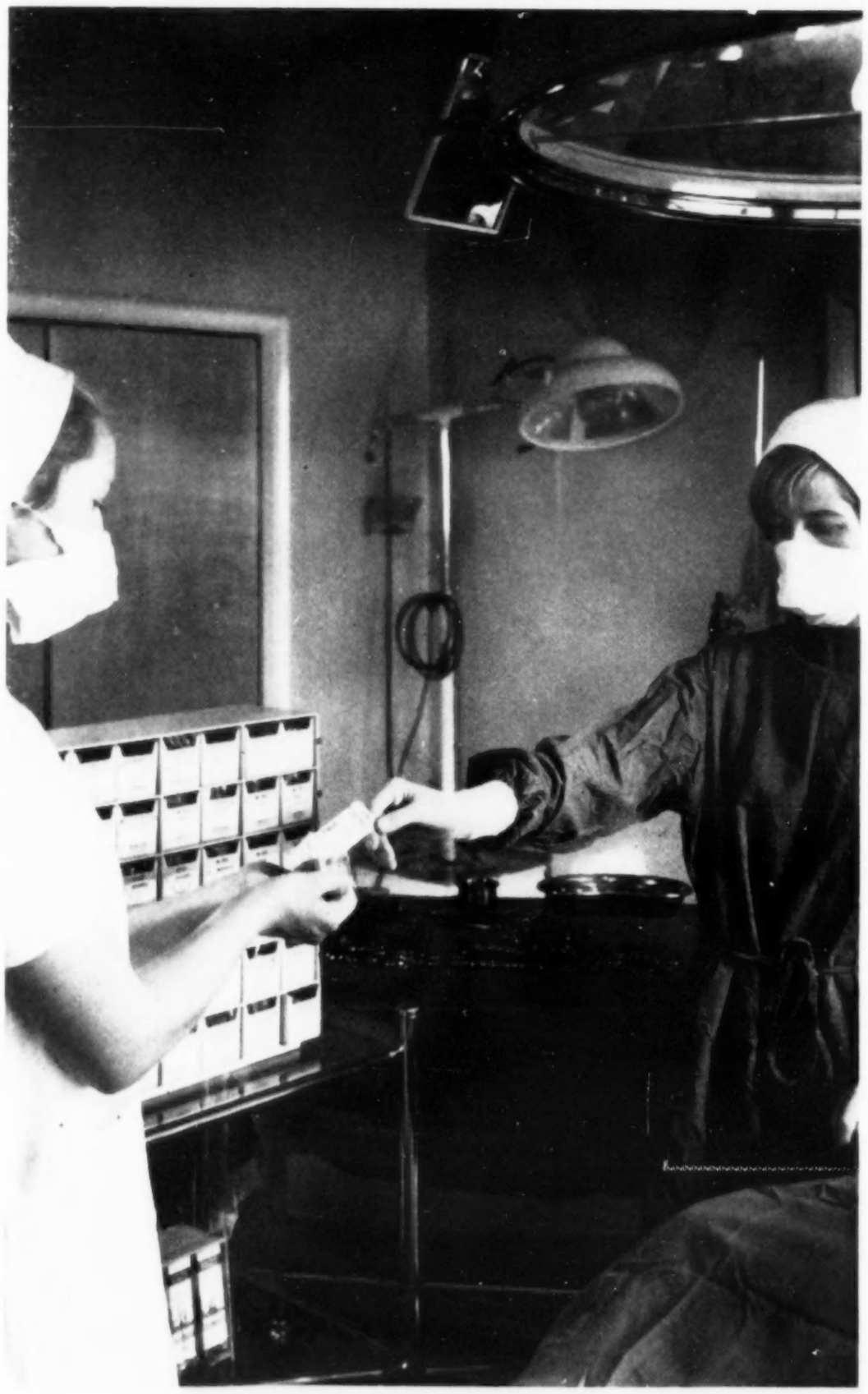
Severnside mussel dredgers fishing mussels at Bangor. Severnside Foods Ltd. – 1968 Award winners – grew from a tiny firm supplying cockles and mussels to Bristol fishmongers to a specialized business supplying lobsters to Paris, fresh mussels to Belgium, frozen cockles to Spain, Argentina and Australia, bottle shellfish to the United States, Canada and South Africa.

ABOVE:

A Badger Minor trenchless pipelayer laying pvc pipe with gravel backfill on a 200-acre drainage scheme. As developers of the world's first automatic trenchless pipelaying system, Hudswell Yates Development Ltd., who received the Award this year, have done much to revolutionize this fast growing branch of civil engineering.

LEFT:

A butyl lined silo contained within a welded wire mesh frame, built by Butyl Products Ltd. One of the youngest companies ever to gain the Award, Butyl Products has recently been awarded a contract for a butyl hydraulic membrane for a 20-million reservoir in the Transvaal.

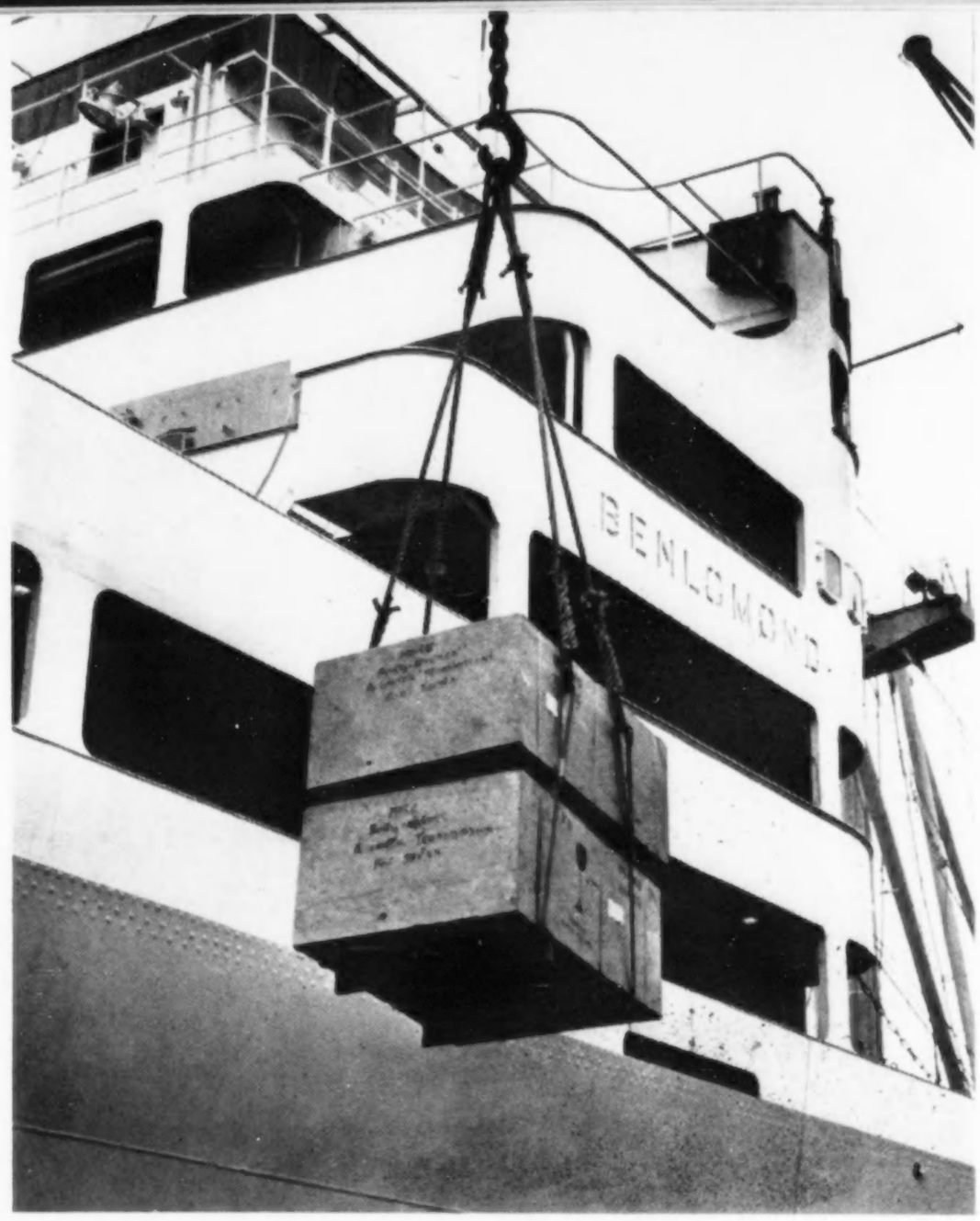


Ethicon Ltd. claim that every second, 24 hours a day, somewhere in the world, a nurse opens an Ethicon suture so that a surgeon can repair human tissue. Ethicon received the Award for export achievement and technological innovation in 1966 and for export achievement in 1970.

Engraving Wedgwood's 'Florentine' design—one of the company's most popular borders. Josiah Wedgwood received their Queen's Award in 1966.

Record-breaking exports . . .

Export sales of Ford vehicles broke all records last year. Car exports rose by almost 30 per cent to more than 245,000 and the Cortina was Britain's best selling car abroad for the sixth time in seven years. Ford were Queen's Award winners in 1966.



Borg-Warner transmissions being loaded aboard the Ben Line ship 'Benlomond' for shipment from London docks direct to Yokohama. Borg-Warner Ltd., principal makers of automatic transmissions for cars and light vans in Britain, won the Queen's Award for services to export in 1967 after dramatically increasing exports for three years in succession.

Lansing Bagnall Towmaster truck. In three years, Lansing Bagnall increased the value of their exports by 131 per cent. This year is the second occasion that Lansing Bagnall have received the Queen's Award.

RIGHT:

Westerly Centaur, the spearhead of Westerly Marine Construction Ltd.'s exports in the last 12 months. Westerly's 1970 Award – the second in successive years – was for export achievement. The company's export sales in the year ending June 30, 1969 were 90 per cent greater than in the previous year.

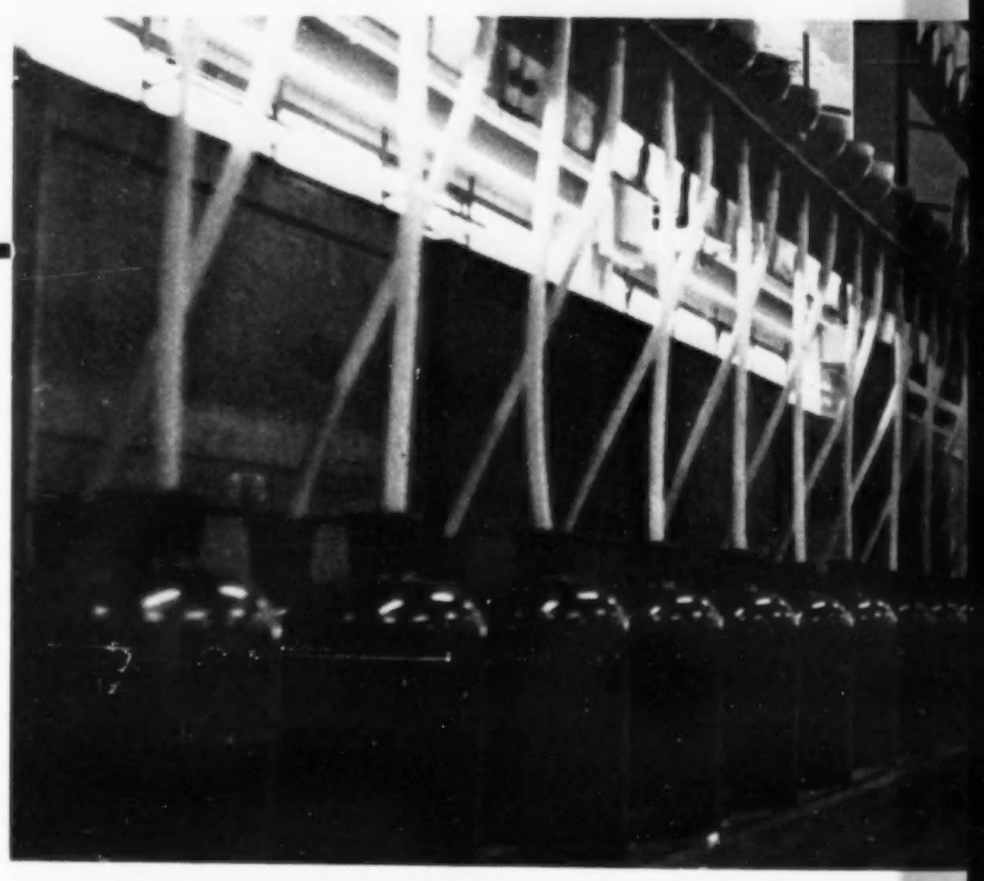
BELOW:

The Decca 101–said to be the world's first high quality marine radar specially designed for small boats–is installed on 'Samantha IV'. Decca Radar Ltd., won the Queen's Award for export achievement in 1966 and 1967 and for technological innovation in 1968. The company consistently exports over 90 per cent of radar production.

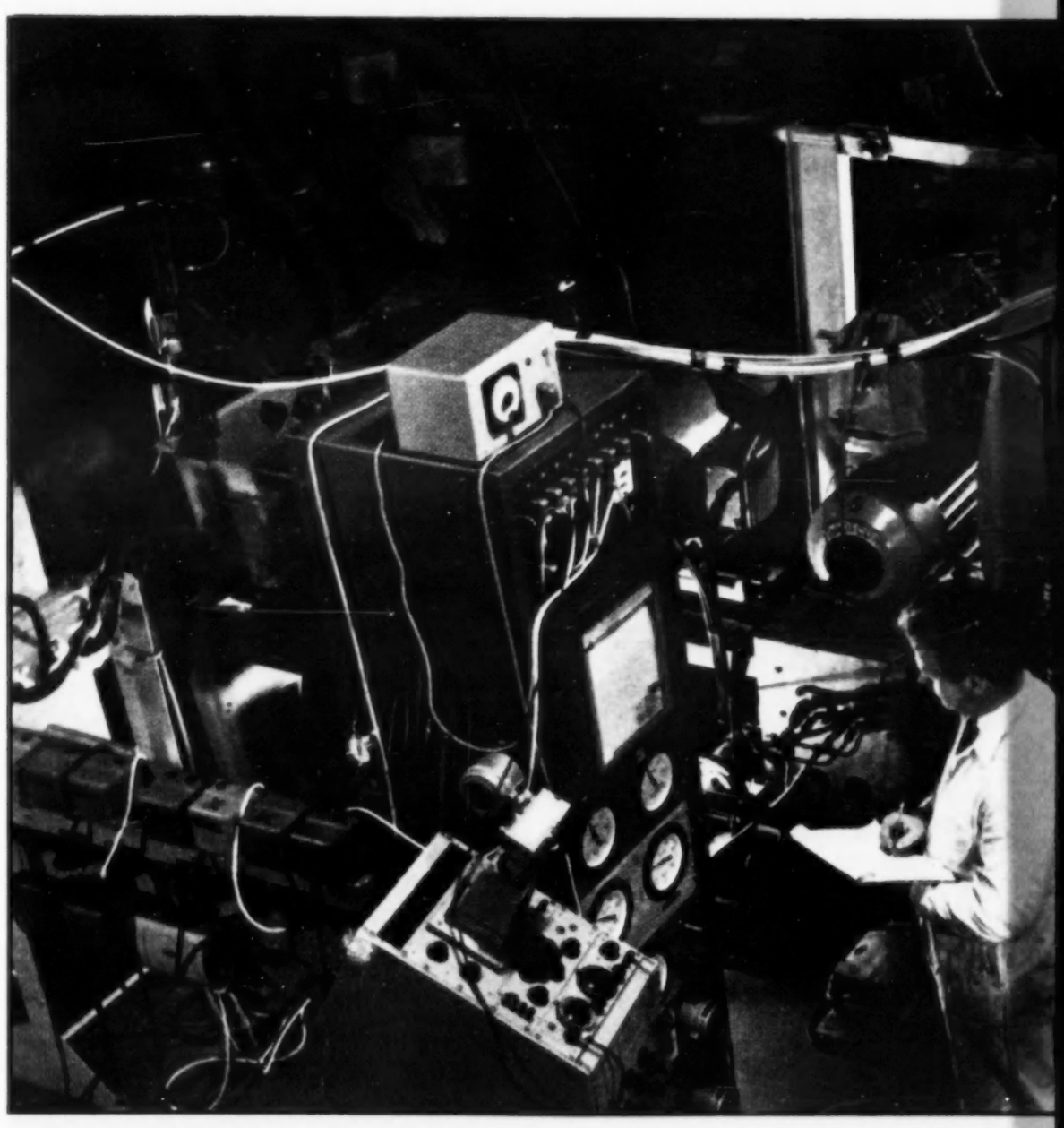
Technology and exports . . .

The new Range Rover, combining styling, comfort and performance with the character of a Land Rover station wagon. The Rover Co. Ltd. is particularly proud of its export achievements which were recognized during 1966 by the presentation to the company of the Queen's Award. During 1969 a total of more than 85,000 cars were produced, of which 60 per cent were exported. The British Leyland Motor Corporation gained an Award for export achievement in 1970.

Royal Doulton's 'Indian Brave' prestige figure which sells in the United States at $2,350. Doulton Fine China won its second Queen's Award in 1970 for export achievement.



Part of the blending floor at Proprietary Perfumes Lt plant at Ashford, Kent, PPL sells overseas to a valu Qu

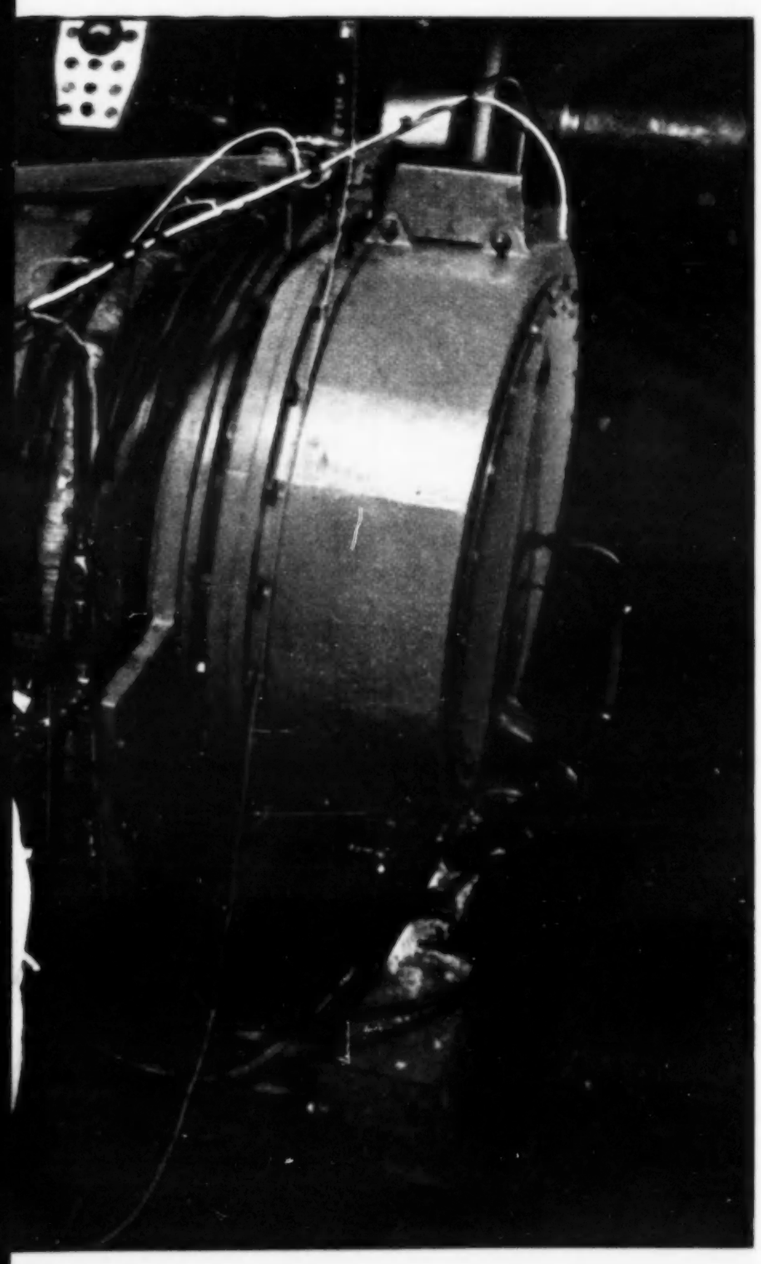


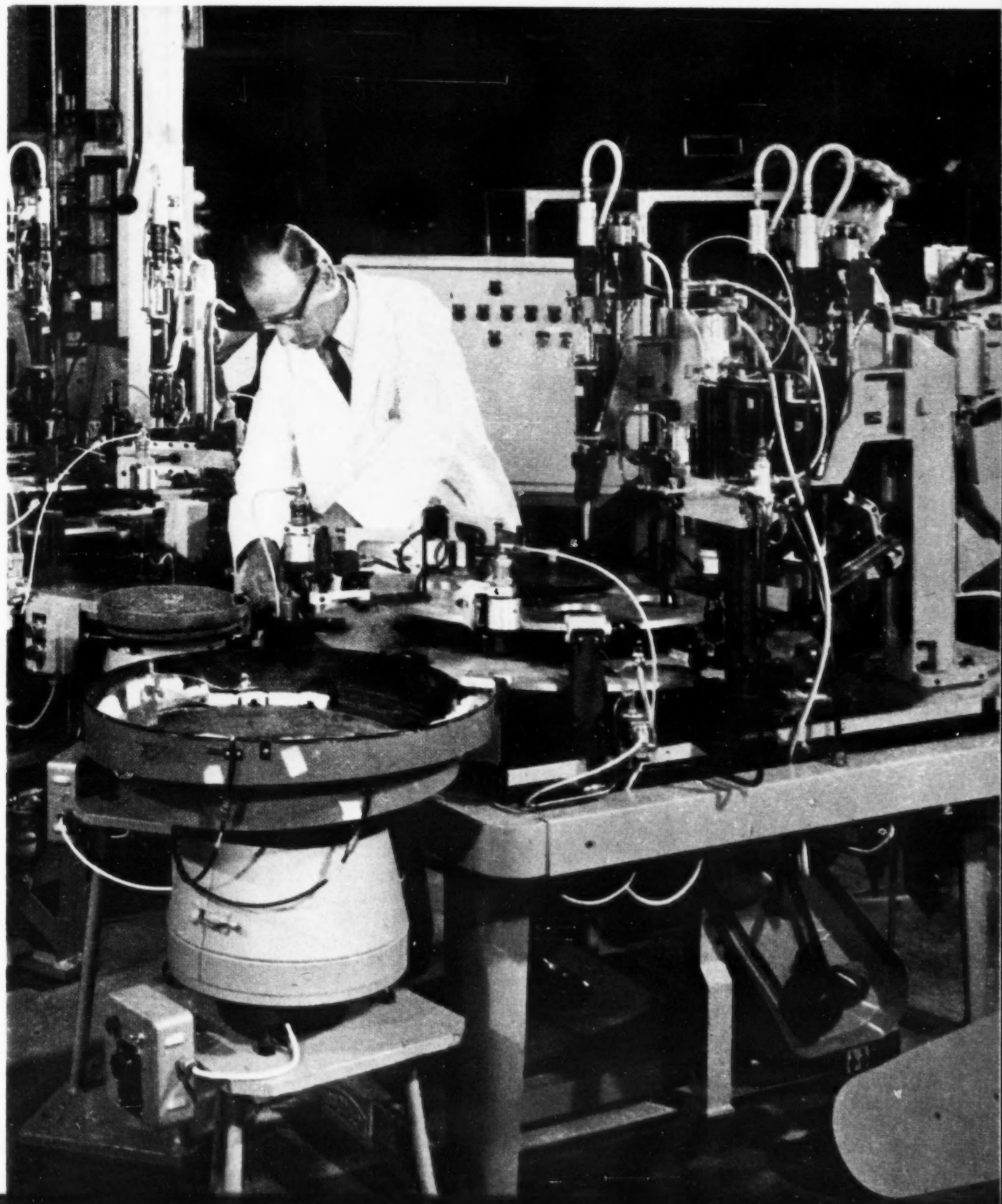
ABOVE:

Crane Type 383 stern shaft seals on test in Crane Packing Ltd.'s works at Slough. Crane Packing Ltd., received the Queen's Award for technological innovation with the development of the world's first fully split radial face marine stern shaft seal. Recently the company received an order for the seals for two new cargo ships for Finland.

d. where many tons of perfume compounds are made daily. From its e of around £5 million annually to 70 countries. The company won the een's Award in 1966.

Lorries loading bulk clay from the storage silos at the Blackpool refining and drying plant of English China Clays Group. The company, which is the largest single producer of china clay in the world has received two Queen's Awards for export achievement – in 1966 and 1969 (English Clays, Lovering Pochin and Co. Ltd.). More than three-quarters of the china clay extracted is sent for export to over 60 countries.





RIGHT:

Badalex assembly groups (for electrical components) being built from standard modules. Badalex Ltd., members of the Sale Tilney Group, received the Queen's Award in 1968 for export achievement. They design and build lamp assemblies and glass working machinery for manufacturing incandescent lamps, fluorescent tubes, miniature lamps, stop-tail lamps and mercury vapour lamps. Their export sales to 27 different countries doubled in the three years before the Award to almost 80 per cent of total production.

World-wide sales . . .

Honeywell Ltd.

For the second year in succession, Honeywell Ltd., the automation company, has gained a Queen's Award for export achievement. The company almost doubled exports from its British factories from £7.7 million in the year ended September 1967 to £14.0 million in the equivalent period to September 1969. During the same period, exports grew from 31.4 per cent to 37.4 per cent of total sales.

'In particular, 1969 saw a higher export growth than in any previous year in the company's history, said Mr. Ralph Price, chairman and managing director. 'Last year's export sales were almost 40 per cent up on 1968.'

'Britain is Honeywell's largest worldwide manufacturing centre for export business,' Mr. Price added. 'We ship automation products and systems to more than 50 overseas countries, including the United States.'

Imperial Typewriter Co. Ltd.

The Leicester and Hull factories of the Imperial Typewriter Company received a Queen's Award this year for their export achievements during the past two years. The value of exports of office and portable typewriters were increased by over 404 per cent during the three year period ending September 1969.

During the period September 1967 to September 1969 the export share of total typewriter sales increased from 20.6 per cent to 56 per cent.

Among the major overseas markets are Nigeria, Australia, Canada, New Zealand and America – the latter which imports the whole of Hull factory's production of portable typewriters.

International Harvester Co. of Great Britain Ltd.

International Harvester Company of Great Britain Ltd. is one of several world-wide subsidary operations of International Harvester Company of Chicago. The manufacture of British products began in 1946, first with agricultural machines and tractors and later with construction equipment. The company's annual sales over recent years have exceeded £30 million per annum. The 1966 Queen's Award was based on performance in 1965, when over 84 per cent of the total value of farm tractor and farm machinery products went to overseas destinations. The export of collateral tractor parts to many other countries was also quoted by International Harvester. The export achievement record has continued to be good for wheel and crawler tractors and farm machinery in general.

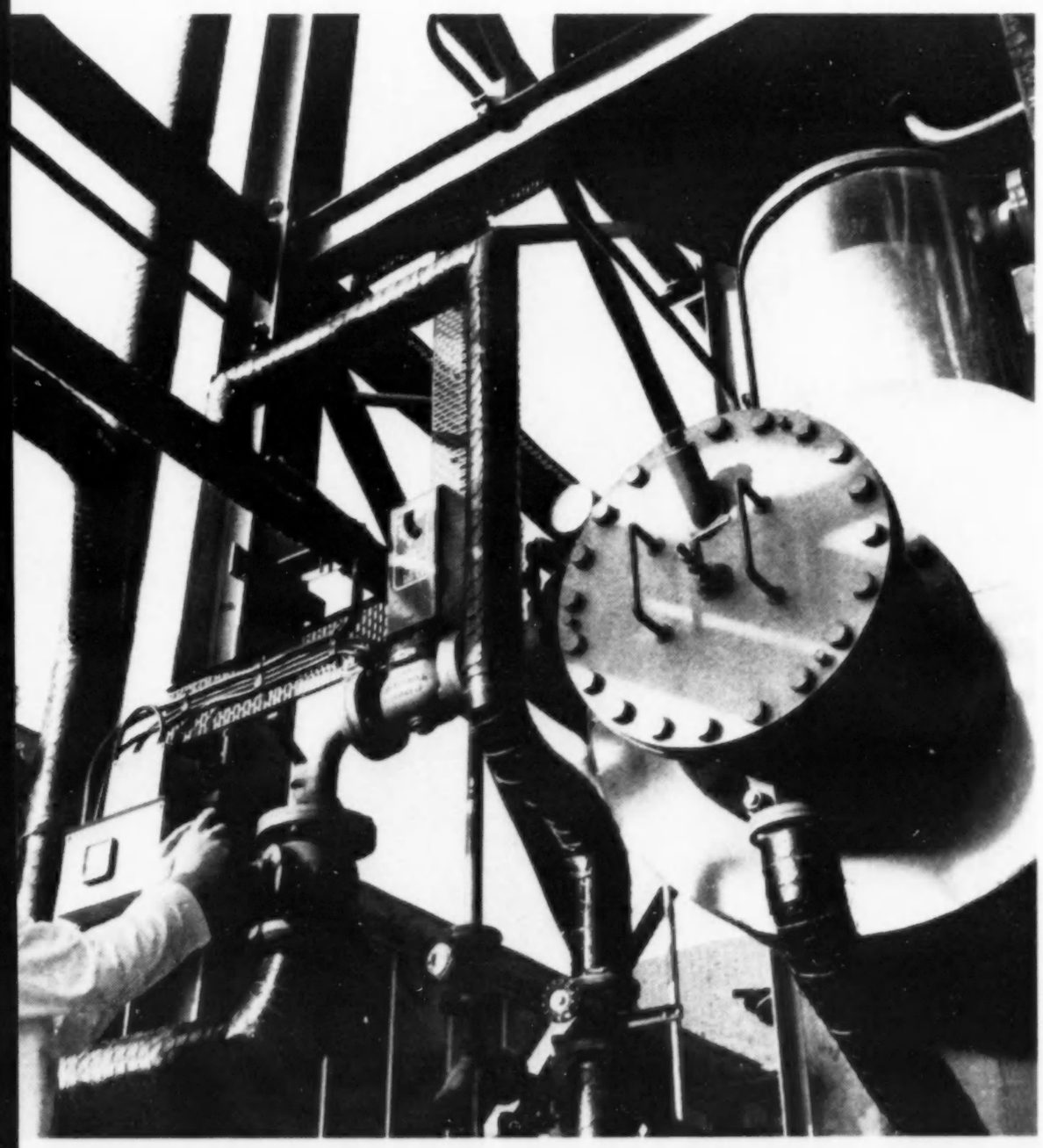
Kearney and Trecker Ltd.

Kearney & Trecker Ltd., the Brighton-based firm of machine tool manufacturers won the Queen's Award to Industry 1969 for its export performance over the preceding three years.

The company manufactures Milwaukee-Matic numerically controlled machining centres, special purpose unit and in-line transfer machines notably for the automobile industry, a range of precision milling machines and single-spindle automatic lathes. These have achieved a growing reputation in world markets and the export successes which led to the Queen's Award have been followed by further substantial orders. Notable among these was an order worth £45,000 for automatic lathes from North America bringing the total value of sales in this territory for these machines to £1 million in slightly under three years.

Another order won last year worth £750,000 covered special purpose machines and equipment for a new diesel engine factory in Turkey.

Working on the 'tank farm' – separated rare earths plant at Thorium Ltd., Widnes. Thorium Ltd. gained the Queen's Award in 1967 for technological innovation in the separation of rare earths and again in 1968 for export success.



Metals Research Ltd. is an independent private company formed in 1957 by Dr. Michael Cole. A substantial business in materials and equipment for research in Materials Sciences has developed and 65 per cent of production goes overseas. The company received the Queen's Award in 1967 for technological innovation in image analysis and in 1969 for export achievement.

In 1966 Garrard Engineering Ltd., part of the Plessey Components Group, was among the first companies to receive the Queen's Award for export achievement. Its continued high performance gained a further Award in 1970. Garrard, for many years synonymous with high quality in record playing equipment, currently exports over 80 per cent of its output, much of it to dollar-earning markets. In this picture a Synchro-LAB 95B undergoes a stylus force test in the company's Quality Assurance Department.

The latest substantial export order to be obtained came from South Africa. Worth well over £1 million it covered transfer line equipment for the manufacture of parts for a Japanese automobile engine and was won in the face of strong international competition.

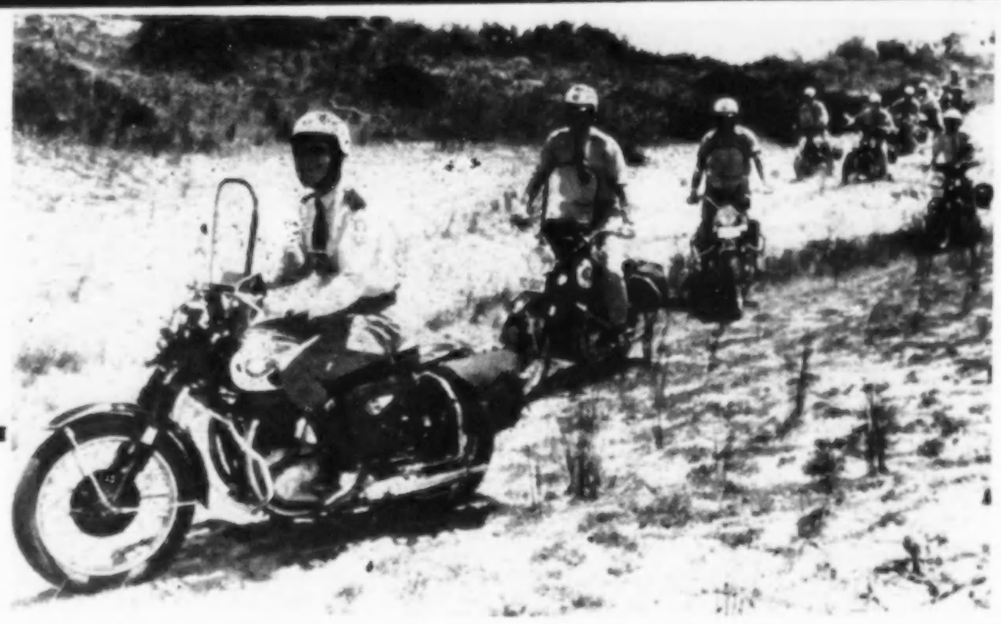
Kynoch Ltd.

Kynoch Scottish Tweed Mills are situated in the Highlands. Established well over 100 years

(Continued on page xviii)

Overhead view of the main equipment store at CERN, Geneva, with slotted angle racks supplied by Dexion Ltd. Dexion, who received a 1970 Queen's Award for export achievement, sell about 50 per cent of the output of their Hemel Hempstead plant overseas.

Frederick Parkers Ltd., are manufacturers of plant for road construction, quarries, sand and gravel pits, etc., and received the Queen's Award in 1969. In 1968 the company exported 52 per cent of its total output. Picture shows a Parker overseas engineer enjoying a coffee break in the desert with one of his local assistants.



Motor cycle patrolmen in the South Australia Police Force mounted on BSA Police Special 650 machines. BSA Motor Cycles Ltd. has twice earned the Queen's Award tor export achievement.

An NCR Century computer systems test engineer using common trunk cable test equipment which simulates the signals, in their correct timing relationships, that an NCR Century processor would receive from a whole family of NCR Century peripherals and controllers. This photograph was taken in one of NCR's two air-conditioned systems test rooms in Gourdie factory, Dundee. Dundee-made NCR accounting and adding machines, cash registers and EDP equipment are now being used in 115 countries. In 1969 alone, machines worth over £7 million were exported. Over the three-year period 1967-69 the company exported business equipment worth nearly £20 million – about 40 per cent of total production. NCR was granted the Award in 1967.

Lesney Products and Co. Ltd., with their Matchbox range of model cars sell overseas a regular 80 per cent of a weekly output of five million units, bringing three Queen's Awards to the company. They have customers in 130 countries.

An engraver at the New Malden works of Bradbury Wilkinson and Co. Ltd. The company won the Queen's Award in 1967. Exports represent over 80 per cent of their total output and include bank-notes printed for over 50 countries.

Work at the new stable isotope plant at Centronics Works, New Addington. The plant had been designed and built by a team of engineers from Twentieth Century Electronics Ltd. to meet valuable export orders from Boron-10 isotopes. Twentieth Century, who export 85 per cent of their isotope production, are shortly celebrating their 25th anniversary. They received, in 1968, a Queen's Award for technological innovation.

Whatman chromatography paper being prepared for micro-analysis at the factory of W. and R. Balston Ltd. Through their sales agents, H. Reeve Angel and Co. Ltd., the company has achieved distribution in most countries of the world as well as a dominant share of such markets as the United States and Australia. Nearly three-quarters of the Group's sales are in export markets and the Queen's Award was granted to W. and R. Balston in 1963.

(Continued from page xiii)

ago, they specialize in overcoatings and suitings both for men and women. They also make tartan rugs, mohair and cashmere scarves. The unique colours and unusual designs of Kynoch materials make them famous the world over, and are sought after by the leading houses everywhere.

For years now the company – Queen's Award winners in 1966 – have specialized in the export trade. Their direct exports are almost 95 per cent, and the remaining 5 per cent which is sold to home customers, is nearly all exported under the merchant's name.

Kynoch find the means of exporting to over 40 countries throughout the world. The directors make a point of visiting these markets twice every year, and the present chairman, Mr. H. E. Winter, who has been with the company for over 55 years, is still very active, travelling for a great part of the year to very many different countries. The chairman's brother and son also travel abroad. Each of these directors speaks three or four languages.

Lambeg Industrial Research Association

The creation of the most suitable yarn structure for a particular end use is a fibre engineering exercise which necessitates control of the fibre distribution in the yarn. Such control can now be achieved by applying the ATOZ concept, which was formulated and developed at the Lambeg Research Institute and which was the subject of a 1967 Queen's Award for technological innovation to LIRA and McCleery and L'Amie Ltd., the Northern Ireland firm which first exploited the invention. The ATOZ principle proposes that fibres can be programmed in certain latent properties for development at a later stage to produce any specified yarn structure.

The first commercial application of the ATOZ invention has been in the production of yarns for knitting. Acrylic fibres are particularly suitable for the production of ATOZ yarns for both machine and hand-knitting, as the shrinkage characteristics of the thermoplastic acrylic fibres provide a straightforward property with which to programme the fibres. From the customer's point of view ATOZ

Machine tool production at Churchill Machine Tool Co. Ltd. (a TI company). The company has recently had highly successful orders for Churchill machine tools from Latin America and from Australia. The company won the Award in 1969 for export achievement and technological innovation.

Melting ferro titanium at the Sheffield factory of R. G. Holland and Co. Ltd., winners of the Queen's Award 1969 and exporters of eutectic ferro titanium to 28 countries.

Foreman carver Peter Howell at work on a bulbous table leg in Tudor style at the Brighton factory of Jaycee Furniture Ltd. The Jaycee Group won the Award for export achievement in 1968. Group exports now account for 65 per cent of turnover. Shipments are made to Australia, Austria, Belgium, Bermuda, Canada, the Canary Islands, Denmark, Eire, France, Germany, Italy, Japan, Liechtenstein, Luxembourg, the Netherlands, Norway, South Africa, Spain, Sweden, Switzerland and the United States.

yarns can be designed to improve stability, resilience, stitch clarity and pattern definition of garments, and to reduce pilling and scuffing during wear.

Linegear Ltd.

With overseas sales trebled in the past three years, and well over threequarters of its 1969 production sold abroad, Linegear Ltd., a member of the Aberdare Holdings Group of Companies, this year set the seal on its success by earning the Queen's Award for export achievement.

Five years ago Linegear decided to concentrate on specialized high voltage overhead airbreak isolating gear in its factory at Adderbury, near Banbury. Today, the company's products are known throughout the world, and installations of Linegear equipment are to be found in important electrical networks in nearly 50 countries.

Many of the company's contracts, for equipment ranging from 6.6kV to 400kV, were initially won against worldwide competition and have been followed by repeat orders.

Overseas customers whose contracts have been fulfilled by the Adderbury factory's 50 employees are electrical supply undertakings in Brazil, Colombia, Greece, Mexico, the Philippine Islands, Venezuela, and the United States.

Loewy Robertson Ltd.

Loewy Robertson gained a Queen's Award for technological innovation in 1969 for the development of the pre-stressed hydraulically loaded constant roll gap mill, incorporating hydraulic automatic gauge control equipment. An improved version dispensing with the complex pre-stressing feature has now been developed and put into operation on rolling mills in the United Kingdom as well as in Belgium and France.

The purpose of the Automatic Gauge Control (A.G.C.) system is to maintain a constant gap between the work rolls independent of any hardness and thickness variation in the incoming material. The strip passing between the work rolls is thus reduced to a constant predetermined thickness.

The mill is also provided with extensive mechanical handling aids which include an uncoiler box for loosely wound coils, a mandrel decoiler for thin strip and coil loading cars.

Roll changing arrangements permit the complete roll stack to be removed from the mill on rails at floor level. For work roll changes a table carrying rails can be pivoted up to work roll height and the work rolls only run out clear of the mill for removal by overhead crane. As a result of these design improvements a complete roll change can be accomplished in about half an hour and a work roll change in well under ten minutes.

Lucas Industrial Equipment Ltd.

Lucas Industrial Equipment Ltd., Liverpool, received The Queen's Award for Technological Innovation in 1969 for the development of a range of expansion turbines using gas lubricated bearings. These turbines which are the the result of some ten years' development play a vital role in plants supplying oxygen and nitrogen for a variety of uses ranging from

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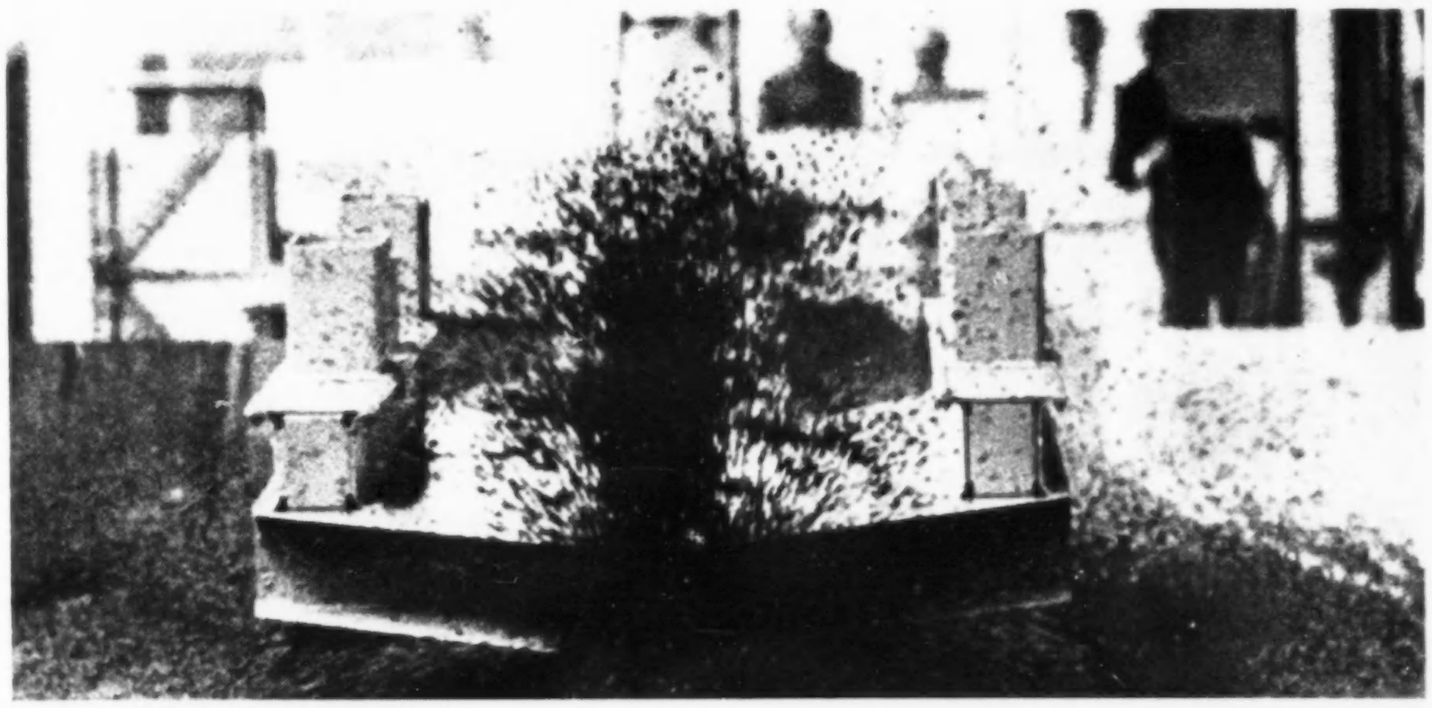
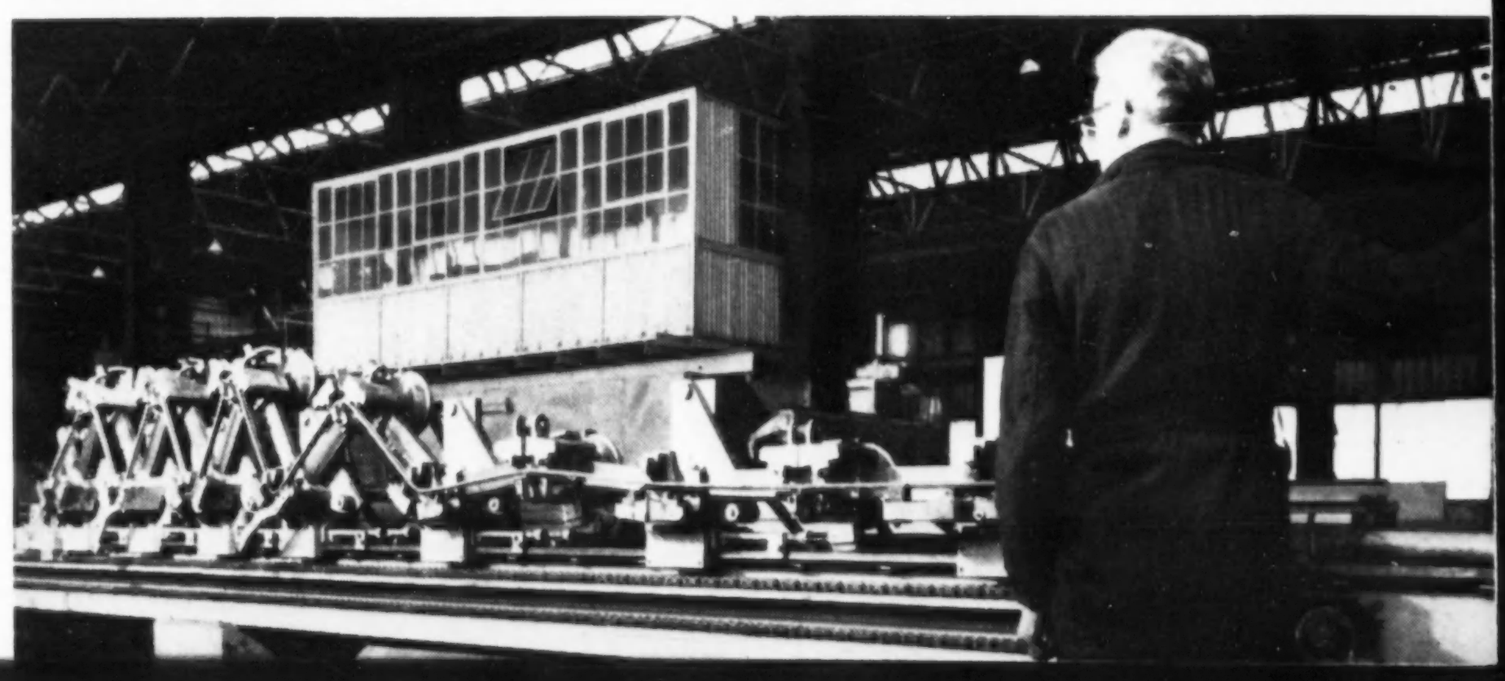


A scale model VC 10 coming to rest in a soft ground arrester bed of Lytag after being fired from a pneumatic catapult at a speed of 30 knots. This was among a series of tests carried out by the Royal Aircraft Establishment Farnborough for the Board of Trade. Lytag Ltd., a member of the Laing Group, developed this synthetic lightweight aggregate from a by-product of power stations and gained the Queen's Award in 1966 for technological innovation in building materials.

Rod-bending for openhead joists at Sanders and Fosters Ltd. Stratford Works. The firm received the Queen's Award in 1966 for technological innovation in structural steelwork.



Associated Television Corporation Ltd. have won the Queen's Award twice, in 1967 and in 1969. Their subsidiary ITC now sells to a total of 90 countries. This picture shows a 'Star Soccer' programme (sold to 25 countries) being filmed.

Razor blades, caravans and carbon fibre . . .

steel making to freezing foods and the preparation of soil fertilizers.

Lucas are believed to be the only company in the United Kingdom, and possibly the world, offering a full range of expansion turbines of this type. These turbines have been installed in all low pressure nitrogen plants of applicable size range built in the United Kingdom since 1966, and are also operating in America, Australia, Bulgaria, Germany, India, Italy, Japan, Poland, Russia and Spain.

Measuring & Scientific Equipment Ltd.

Measuring & Scientific Equipment Ltd., known throughout the world as MSE, claim to be today the largest laboratory centrifuge manufacturers in Europe. The MSE range covers laboratory centrifuges from a small and simple bench model for instructional use in schools up to the most advanced models of preparative and analytical ultracentrifuges with speeds of 65,000 r.p.m. In addition to centrifuges and auxiliary equipment, MSE also manufacture and supply a number of other instruments of direct interest to most centrifuge users, such as electrophoresis apparatus, ultrasonic disintegrators, homogenisers and blenders, microtomes and automatic tissue processing machines.

MSE centrifuges are in use throughout the world, exports accounting for about two thirds of the entire output. This export achievement was recognised by the company being granted the Queen's Award in 1966.

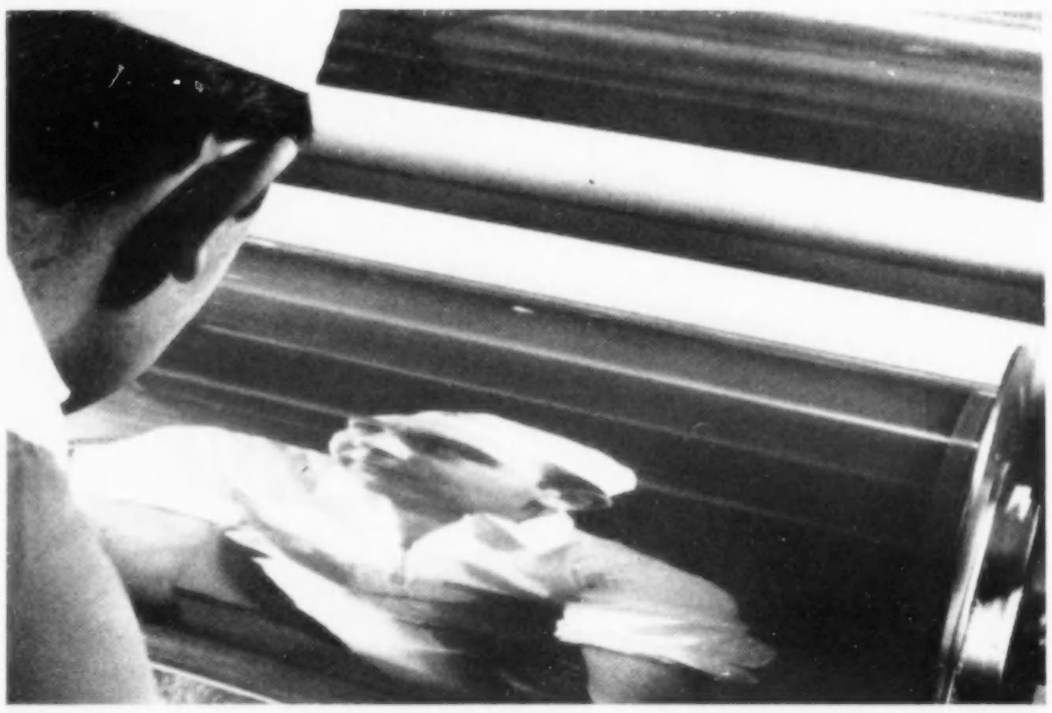
For overseas sales and service MSE maintains a world-wide network of exclusive agents. It also organizes regular training courses for engineers from overseas agents in order to maintain the highest standards of service for MSE products throughout the world.

Miehle-Goss-Dexter Ltd.

A 1969 Queen's Award was conferred upon Miehle-Goss-Dexter Ltd. of Preston, printing machinery manufacturers for export achievement.

Success in overseas markets is the result of long-term planning and vigorous implementation of a policy for export covering all aspects of international marketing. The area of operation comprises Western Europe including Scandinavia, Eastern Europe, the Middle East, Africa, Australia and New Zealand, Canada and India.

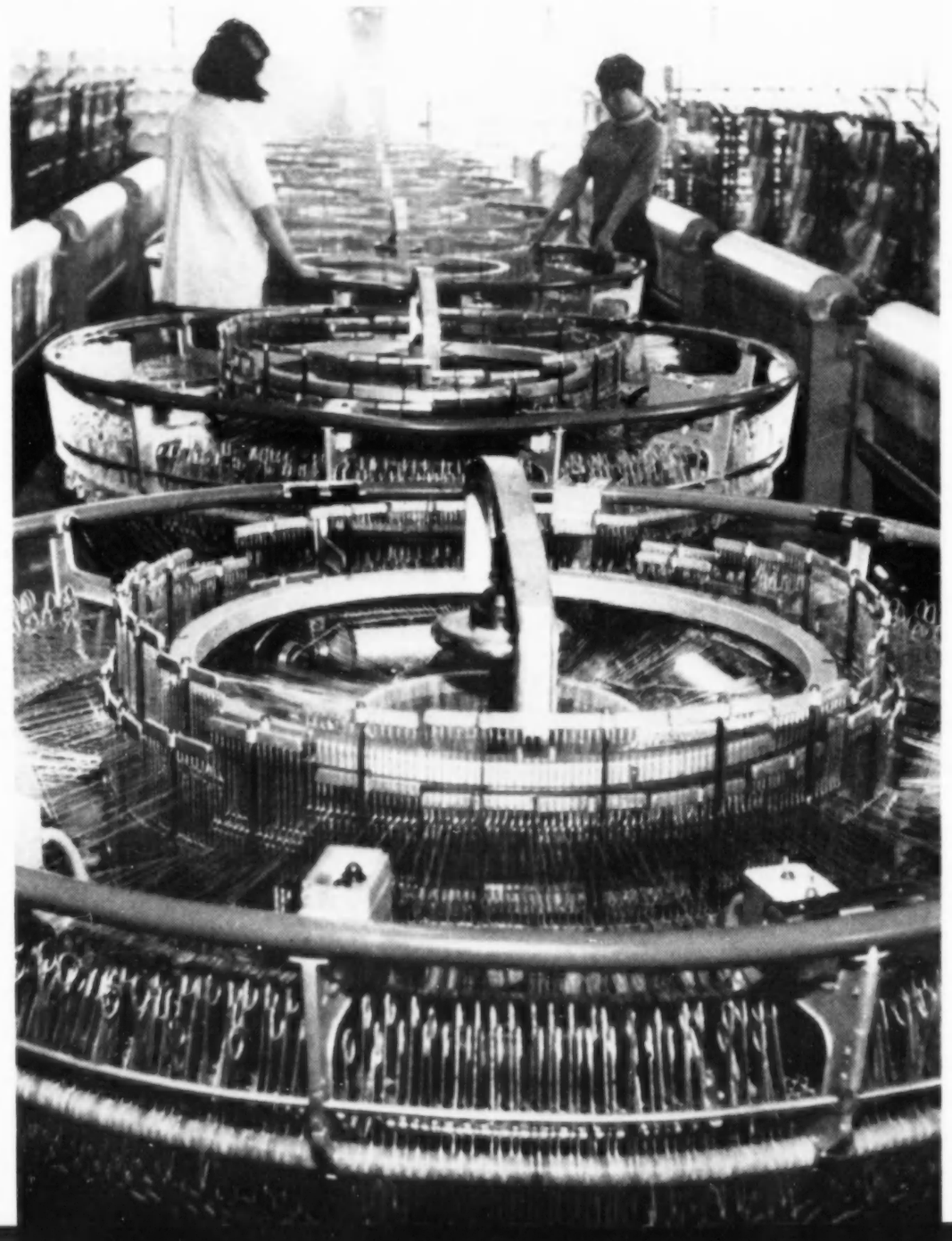
For many years the European market for printing equipment has been dominated by



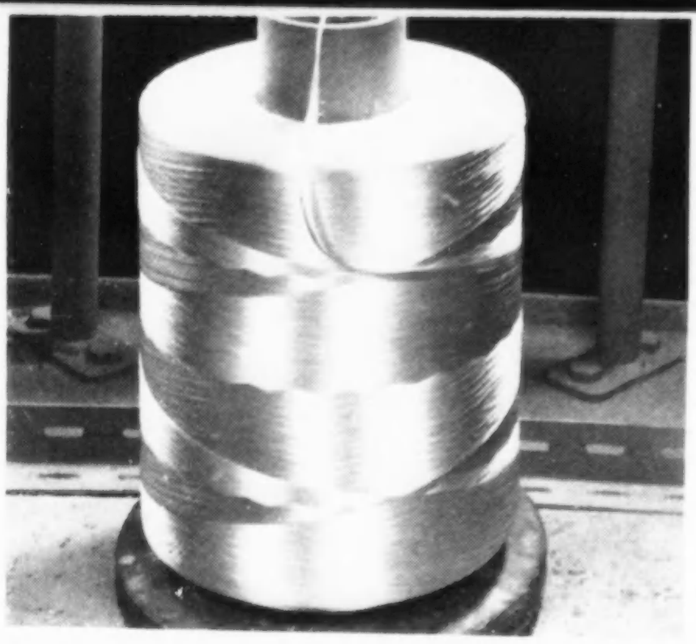
Film coating department at Ilford Ltd. The light-sensitive photographic emulsion is coated on wide rolls of clear, transparent film base seen here at the input end of the coating machine. This operation normally takes place in total darkness. Ilford gained a Queen's Award for export this year.

Part of the packaging section of the Wilkinson Sword Company's Cramlington factory. In 1967 Wilkinson Sword Ltd. was honoured with the Queen's Award for export achievements in the marketing of razor blades, hand tools and swords. The company now has a substantial international organization with eight subsidiaries outside the UK. More than 73 per cent of the turnover of the Group's Consumer Products Division in 1969 came from its overseas marketing activities.

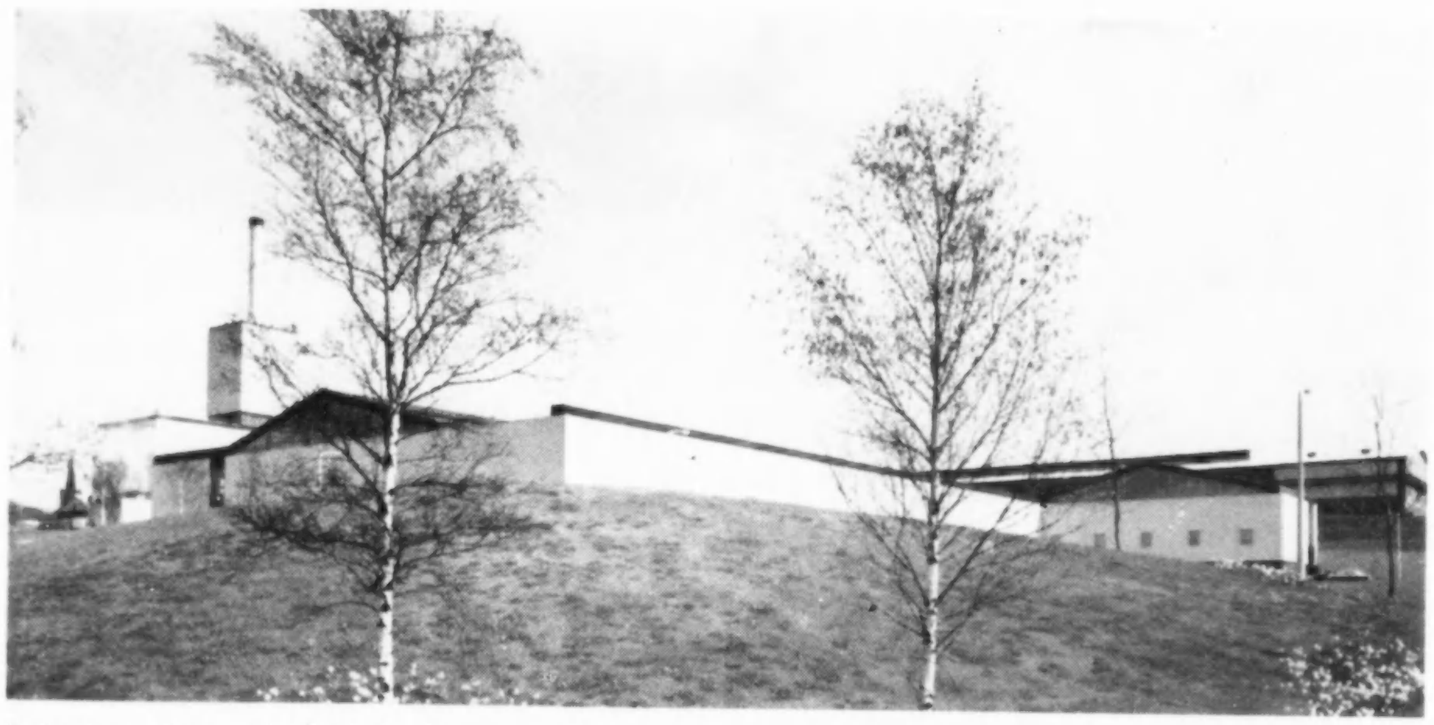
In 1967, Fairbairn Lawson Textile Machinery Ltd., a subsidiary company within the Fairbairn Lawson Group, received the Queen's Award for its export record over the three preceding years in the field of jute machinery. Since then the company has developed an entirely new range of machinery for the production of woven polyolefine tape sacks. The first export order for this type of plant, with a value of £300,000, was for Peru in May 1968. Exporting success quickly followed the formation of a new subsidiary company and an order worth £450,000 was obtained from East Germany with another for £110,000 from Iran. In July this year the Iranian company purchased a complete doubling up of its machinery. This picture shows a circular loom installation in South Korea.



The largest single shipment of caravans ever to be exported from the UK. This £139,000 shipment, destined for the United States, comprised 197 caravans manufactured by Sprite Caravans a partner in the Caravans International Group. The Group was granted the Queen's Award in 1966. Last year CI exported 14,000 touring caravans to 17 countries.



A cheese of special acrylic fibre at the start of the production of Grafil, Courtauld's carbon fibre reinforcement. The carbon fibre precursor, is used by all three British licensed carbon fibre manufacturers and a sizeable proportion is exported. The Courtauld's Group received its third successive Award this year, both for export achievement and for technological innovation.



Exterior view of British Copper Refiners' new electrolytic refinery at Prescot, Lancs., which is the subject of the company's Queen's Award 1970. It is the third time BCR has received the award, previous occasions being in 1966 and 1968.

West German industry with other important manufacturers in France, Switzerland and Sweden. Absence of standardization of requirements for newspaper presses has demanded extensive re-designing of equipment, for which specific computer techniques have been developed by the company to an extent which has aroused interest throughout the engineering industry.

Miehle-Goss-Dexter can claim the world's most complete range of rotary web-fed printing presses.

Molins Machine Co. Ltd.

Molins Ltd. has won the Queen's Award this year for the second time in five years; the first was for technological innovation and export achievement, and the second for outstanding export achievement.

For many years Molins has been a leader in the design and construction of machinery used in the tobacco industry. Molins has always anticipated the requirements of the industry it serves, and has introduced many machines of revolutionary concept, together with several unique and highly successful packaging styles. In 1970 there are now more Molins machines in use throughout the world of making and packaging cigarettes than all other machines combined. Between 65 per cent and 80 per cent of Molins' output of tobacco machinery is designed for overseas markets.

Multicore Solders Ltd.

Multicore Solders Ltd., Hemel Hempstead, were awarded the Queen's Award in 1966 for their consistent export record. For nearly 30 years leading radio, TV and electronine manufacturers throughout the world have used Ersin Multicore solder. Recently Multicore Solders have introduced a new range of soldering chemicals and fluxes together with Extrusol high purity bar solder, all of which are used in connection with the mass-assembly of printed circuit boards.

Normalair-Garrett Ltd.

Normalair-Garrett Ltd., who gained the Award in 1966 and 1968, is said to be Europe's leading supplier of environmental control, pressurization, oxygen breathing and hydraulic systems for aircraft. Deliveries made during the last financial year reached a record level and the value of equipment exported, both directly and in aircraft delivered overseas, represented approximately two-thirds of the total turnover.

They have been selected by Marcel Dassault in France to supply environmental control equipment for their new medium jet aircraft the "Mercure" and also their equipment has performed well during the development phases of the Anglo-French Concorde and Jaguar Aircraft.

The new German short haul, passenger, jet aircraft the VFW 614 is being fitted with NGL environmental control and pressurization systems together with auxiliary power unit and air turbine starters. For the first time in Europe a system supplier is undertaking integrated system testing of this equipment thus providing greater assurance of intercomponent compatibility, reliability and performance of the system.

Another NGL first in Europe is the introduction of their cold air unit fitted with air bearings. This unit forms part of the aircraft air conditioning system and after close collaboration with BAC, it has been fitted to a BEA Super One-Eleven. NGL has the advantage of development work on air bearings carried out by the AiResearch Division of the Garrett Corporation of Los Angeles.

Nuclear Enterprises Ltd.

Nuclear Enterprises provides a unique 'interdisciplinary' service to meet the increasing widespread applications of nucleonic techniques. In anticipating and satisfying both experimental and routine requirements during the past thirteen years, the company has built up one of the world's widest nucleonic instrument ranges. Many significant contributions to technology have been made, and in 1966, the scope and originality of the company's research and development effort was recognised by the presentation of The Queen's Award for technological innovation in scientific instruments. A major advance, which strengthened the whole organization, occurred in 1967 when the company acquired Isotope Developments Ltd., and the nucleonic interests of EMI Electronics and also of the Baldwin Instrument Company. The Ministry of Technology took an interest in this important rationalization of the British nucleonics industry, and valuable assistance and encouragement were given by the Industrial Re-organization Corporation.

The company now accounts for over one-half of the total United Kingdom production of nucleonic instruments and about three-quarters of the exports in this field. Products go to more than 50 countries. The company has a wholly owned subsidiary jn Munich, and a jointly-owned subsidiary in California. Quite recently there was announced its association with the 'Scienta' group of companies, based in Brussels.

Pergamon Press Ltd.

Pergamon Press was the first publishing firm to gain the Queen's Award in 1966. During that year approximately 80 per cent of its sales of educational and research books and journals was made to customers overseas and in the intervening four years this percentage has been maintained. Over 2,000 new book titles have been published since the award, 70 per cent of which are aimed at world markets, and the current list of over 120 scientific and technical journals contains many world leaders in the fields of chemistry, physics and the life sciences.

Petters Ltd.

Petters Ltd., a Hawker Siddeley Diesels company, received their Queen's Award in 1966, for 'technical innovation in diesel engine design', in connection with the AA1 a 3.5 bhp air cooled engine. Since then a range of compact diesels based on the AA1 has evolved. There now comprise six engines in the range with horse powers from 1.5 to 20 bhp. These power units form part of the company's production of diesel engines which are built at the rate of one every two minutes. The bulk of the company's output, approximately 75 per cent, is exported as part of British original equipment or as direct consignments to the company's network of agents in 156 countries.

More Queen's Award successes . . .

Maintenance work being carried out on the condenser of a still at the Castleford chemical work of Hickson and Welch Ltd. Sales of intermediates and brighteners account for nearly 40 per cent of total exports.

Bison Wall frame flats at Roehampton under construction. Concrete Ltd., the world's largest structural precast specialists, received the Queen's Award in 1967 for technological innovation in industrialized building.

Powell Duffryn Ltd.

The Powell Duffryn Group in 1968 won the Queen's Award for the export achievements of two of its engineering subsidiaries – the Pump and Compressor Division of Hamworthy Engineering Ltd., of Poole, Dorset, and Hy-Mac Ltd., of Rhymney, South Wales.

Hamworthy's Pump and Compressor Division make screw displacement and centrifugal pumps, air compressors and 'Seaway' marine sewage disposal units. The company's biggest market is in the shipbuilding and marine engineering field – about 85 per cent of sales – but sales in the general industrial market are fast increasing.

Orders for the last financial year totalled a record £3,600,000 – a 25 per cent increase over the previous year. Overseas sales – 60 per cent of the year's turnover – were also a record.

Hy-Mac make an extensive range of all-hydraulic excavators, 'Hy-lift' cranes and maintenance platforms. Their 580B all-hydraulic excavator was the first earth moving product to win a British Council of Industrial Design award.

Qualitex Ltd.

For the second time in succession this year, Qualitex Yarns Ltd. has won a Queen's Award. This company, which was recently taken over by Klinger Manufacturing Ltd. and is now reconstituted as Qualitex Ltd., has twice the average rate of export of any other firm in its industry, having increased the value of its exports by 1,000 per cent in the past three years. Current value of exports is nearly £2 million, and a notable success achieved was an order valued at £1 million for the supply of yarn-dyed Crimplene for jersey fabrics to the United States, including space-dyed Crimplene, a development originated by Qualitex. Qualitex export in all to 26 countries, and one of their biggest markets is the Soviet Union, where orders for £1 million have been received this year.

Qualitex Ltd. claims to be Britain's largest independent texturizer of synthetic filament yarns, with a total production of about 50 million lb. – nearly one-third of the total United Kingdom production of textured yarns. It is probably the second largest yarn texturizing group in Europe, and probably the third largest in the world.

Racal Electronics Ltd.

Racal-Mobilcal Ltd., a company within the Racal Electronics Group have received the 1970 Queen's Award for export achievement. Racal-Mobilcal specialize in the design and manufacture of portable and mobile radio telephones though they are marketed under the name of Racal-BCC Ltd. of Bracknell, Berks. Commenting on the Award, the chairman and managing director of the Racal Group, Mr. E. T. Harrison, who is also chairman and managing director of Racal-Mobilcal Ltd., said:

'This company has achieved the tremendous record of exporting more than 99 per cent of its production during the last three years. This has been made possible by the loyal and strenuous efforts of all staff concerned throughout the Group, suppliers and overseas agents, to all of whom Racal extend their thanks.'

Santype Ltd.

Santype Ltd. of Salisbury, a member of the Andercroft Group, won a Queen's Award this year for export achievement. Santype provides a specialist typesetting service for American publishers of scientific and foreign college text books. The company started in a Nissen hut nine years ago and has boosted its exports from £20,000 in 1963 to £500,000 in 1969. Santype now employs 200 people and has two factories in Salisbury and Cheltenham.

A team of couriers is employed on both sides of the Atlantic to ferry the material between airports and the firm's West Country factories and the publishers in America. Some 9,000 book pages per month are currently being handled by Santype.

Shoe and Allied Trades Association

The principle of moist heat setting, for which the Shoe and Allied Trades Association gained the Queen's Award in 1969, enables a saving of days, or weeks, of 'setting time'. Instead of a shoe manufacturer having to leave shoes on the last for up to two weeks (in the case of high grade production) to ensure acceptable shape-retention in the upper, moist heat setting can achieve the same result in minutes.

Moist heat setting machines, manufactured by SATRA licensees, have brought two main advantages to the shoe industry. For the first time shoe manufacture can proceed on a continuous production line using conveyors and, secondly, there is a considerable reduction in the amount of capital tied up in lasts and part-finished shoes. Far less factory space is also required for a given shoe output.

Ernest Scragg and Sons Ltd.

Ernest Scragg and Sons Ltd., has won a Queen's Award for the second year in succession. During the period covered by the 1970 Award, export sales were increased by 235 per cent, and accounted for 60 per cent of the output of Scragg textile machines, which were delivered to 36 countries throughout the world.

Export demand for the company's machines, including the SuperSet texturing machine for producing set polyester and the CS12-600 crimping machine for fine denier hosiery yarns, continues to account for substantial sales. A notable recent export success was an order for 120 CS12-600 machines for delivery to West Berlin and the completion of an order for SuperSet machines to the world's largest single producer of textured yarns. New machines,

including the Pinlon texturing machine for carpet yarns, the HW1 and HD multi-build winding and doubling machines, are expected to contribute to future export sales performance.

Recent export sales have been further stimulated by participation at exhibitions in Leipzig, Japan and Moscow. During the past 12 months, deliveries of SuperSet and CS12-600 machines, together with winding and doubling machines of various types, have been made to customers in East Germany, Hungary, Rumania and Yugoslavia.

Serck Industries Ltd.

The Queen's Award 1970 for technological innovation in group technology as introduced and practised by Serck Audco was made to Serck Industries Ltd. Group technology can be defined as:— The logical arrangement and sequencing of all facets of company operation in order that they may be dealt with in a logical and effective manner.

Group technology provides the benefits of mass production in mixed quantity and high-variety manufacturing units. The full benefits of its use can only be obtained if it is also applied to purchasing, drawing office production control, stock control and other related activities. In short it embraces a total company operation.

Serck Audco evolved group technology in the early 1960's in response to the emerging challenge of European industry. The technique enabled Serck Audco, by far more efficient use of its resources, to provide for lower stock levels, quicker through-put times and consequently shorter and more accurate deliveries. Thus the company not only secured its export market but strengthened its overall market position and laid the foundations for the substantial growth which it is since experiencing.

Short Brothers and Harland Ltd.

Smallest of the United Kingdom's three guided weapon companies, Shorts of Belfast have won four successive Queen's Awards – each time the honour going to the company's Missile Systems Division. Three awards have been for export achievement with the Seacat and Tigercat missle systems, and the fourth for technological innovation in these weapons.

Staflex International Ltd.

Staflex International have been awarded two Queen's Awards – for export achievement in 1968 and for technological innovation in 1969.

The introduction of fusible interlinings, in particular the 'fully fused front' technique, has revolutionized the clothing industry all over the world. Seven out of every ten yards of Staflex products are now being used abroad. Staflex sales companies operate in nine overseas markets and the company has direct export sales through agents or distributors in every other major country.

The Queen's Award for technological innovation was awarded for the Solidot process, invented by Staflex in 1964 This process is the most advanced way of making fusible interlinings, and has opened up large new markets around the globe. It has provided the industry with new standards of garment performance, due to the interlinings' consistency and reliability.

Standard Telephones and Cables Ltd.

To date, STC has won the Queen's Award twice. The first occasion was in 1968, in recognition of the company's achievements in exporting submarine telephone cable systems. The second Award was in 1969 and was for a technological achievement in the development of a 2,700 circuit land based coaxial cable system.

The Award in 1969 resulted from advanced technological work which led to the development of a system to enable existing underground coaxial telephone cables to have a capacity of 2,700 circuits instead of the then current figure of 960 circuits. Once again, the heart of the system is in the amplifiers or repeaters which, inserted along the cable route at 3 mile intervals boost the signal appropriately. These have to be designed with extreme accuracy to meet demanding national and international specifications.

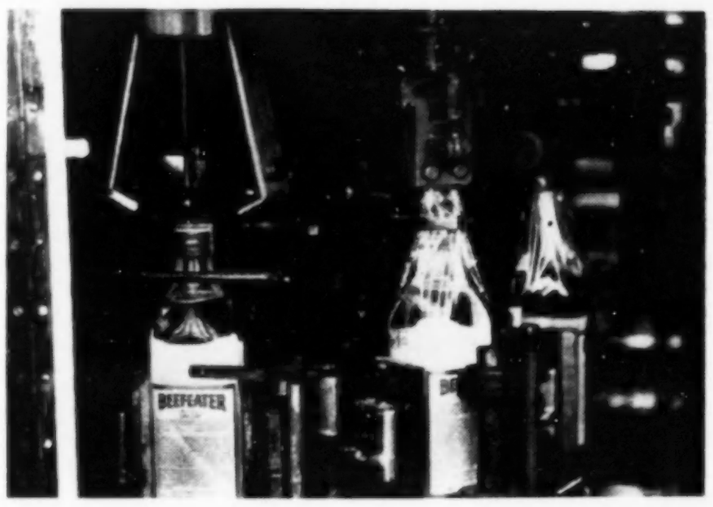
The 2,700 circuit system, which makes use of advanced solid state electronics, has given STC a competitive lead in export markets with increased system reliability and reduced maintenance costs. Systems have been exported to more than a dozen countries to a value of well over £3 million.

Welwyn Electric Ltd.

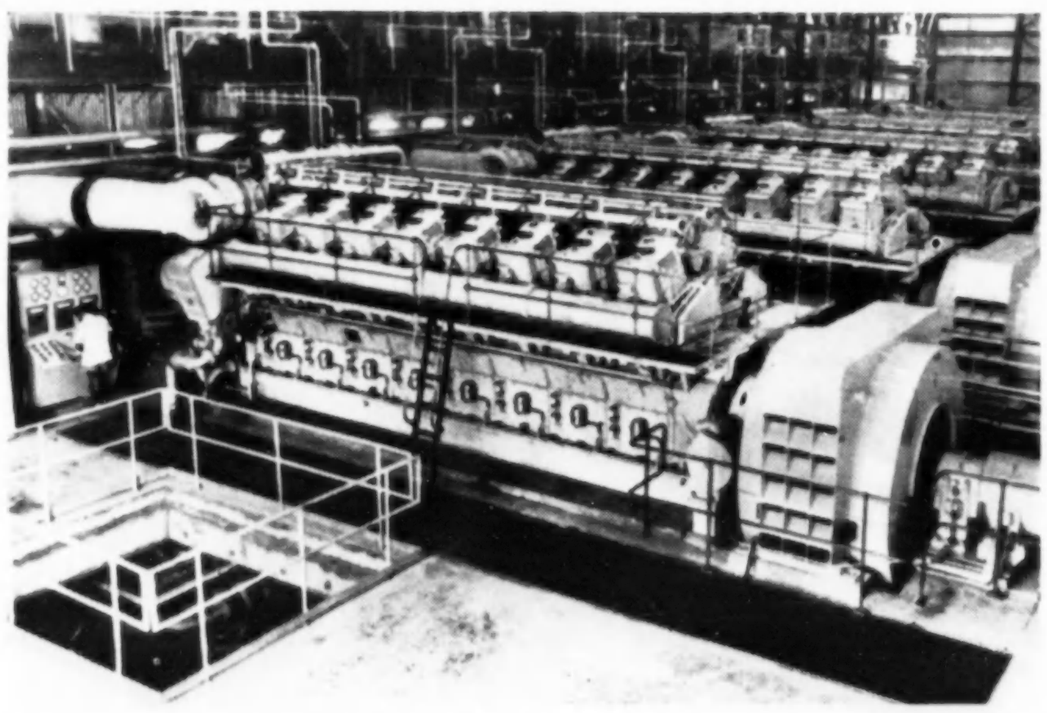
Welwyn Electric Ltd. was granted the Award for technological innovation in the development of ceramic based tin oxide resistors. These small components are utilised in every type of electronic circuitry and by mid-1970 Welwyn have sold over 470 million units and have become established amongst the world's leaders as manufacturers of this type of resistor. Welwyn also produce all the other known types of resistor as well as Hybrid Integrated Circuits for Microelectronics, at their Bedlington, Northumberland, factories. Welwyn has a Research, Development and Equipment Engineering Division whose strength is equivalent to one of every eight of the company's total employees. This ratio is evidence of a company philosophy which admits product knowledge and experience to be the essential forerunner of product performance. This knowledge and experience is built into every Welwyn resistor found today in computers, food mixers, radio and TV sets, satellites, under-sea telephone repeaters and all types of telecommunication equipment and the Concorde supersonic airliner.

Yarrow (Shipbuilders) Ltd.

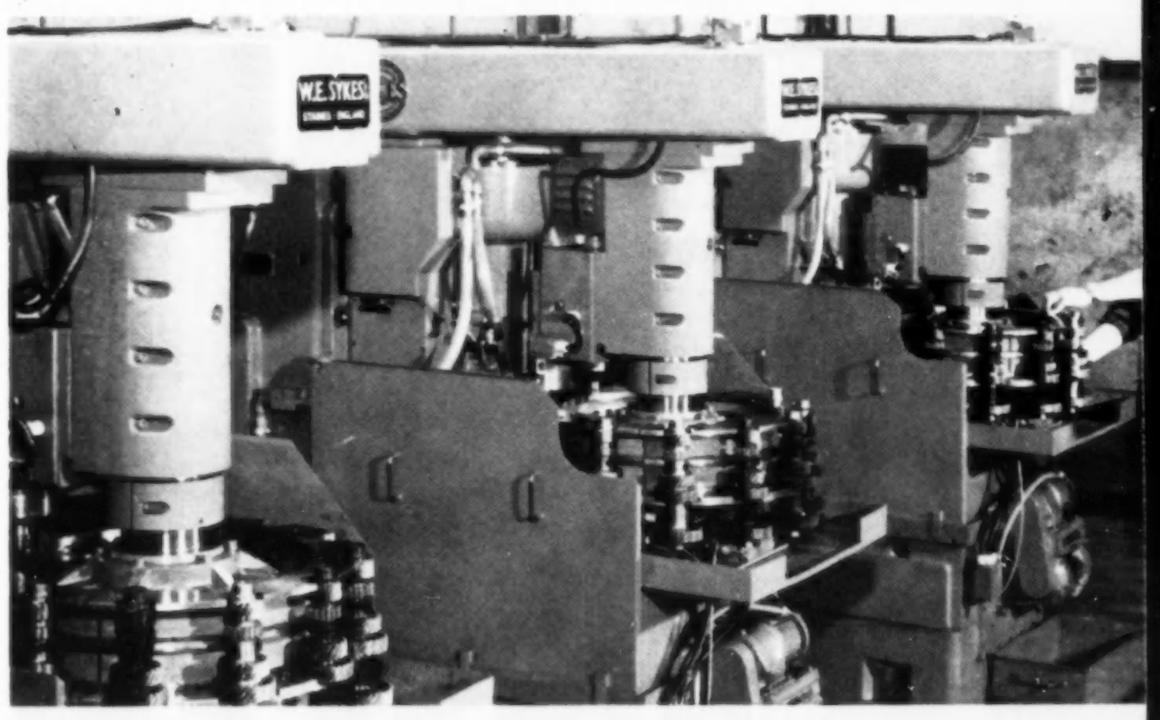
Yarrow (Shipbuilders) Ltd., who have been in business for 105 years, have over that period, established a world-wide reputation as specialists in the field of warship construction. The total number of ships built and building for the Royal Navy amounts to 213 but the company have always been lively participants in the export market and the efforts in that field show to date, a total of 193 ships built and building for overseas navies. Last year the company was awarded the Queen's Award for export achievement.



Cleaning, filling, capping and wrapping bottles of Beefeater gin in the James Burrough bottling hall. The company are the only gin distillers to have won the Award, which they have gained twice – in 1966 and 1969. In 1968 James Burrough Ltd. became the first company to ship one million cases of gin to the United States in a single year.

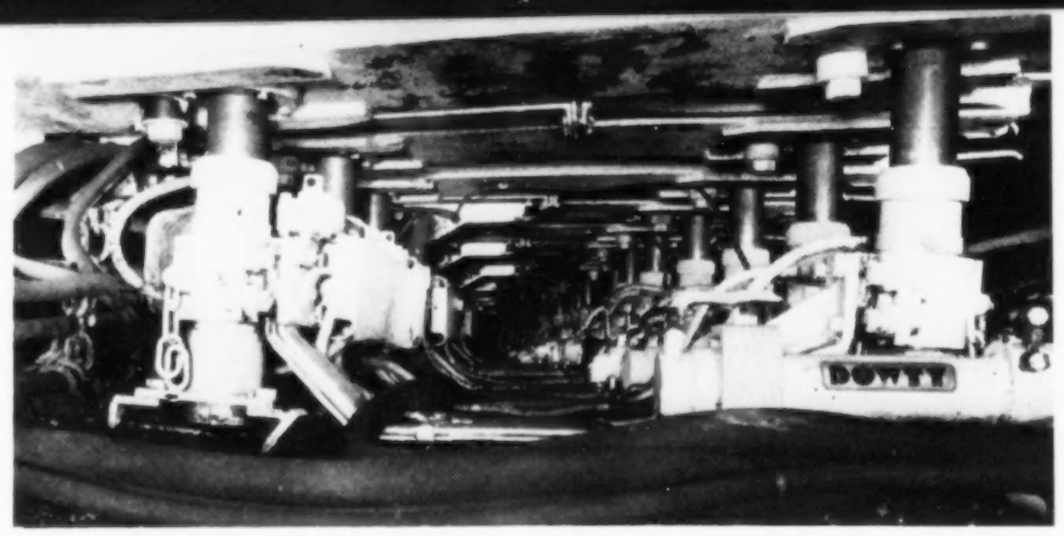


The power station at Marcopper Mining Corporation's development on Marinduque Island, Philippines, supplies the power requirements of the mine, township and port facilities. Six Mirrlees KV16 Major engines are directly coupled to Brush alternators, giving a station output of 27,000 kW.



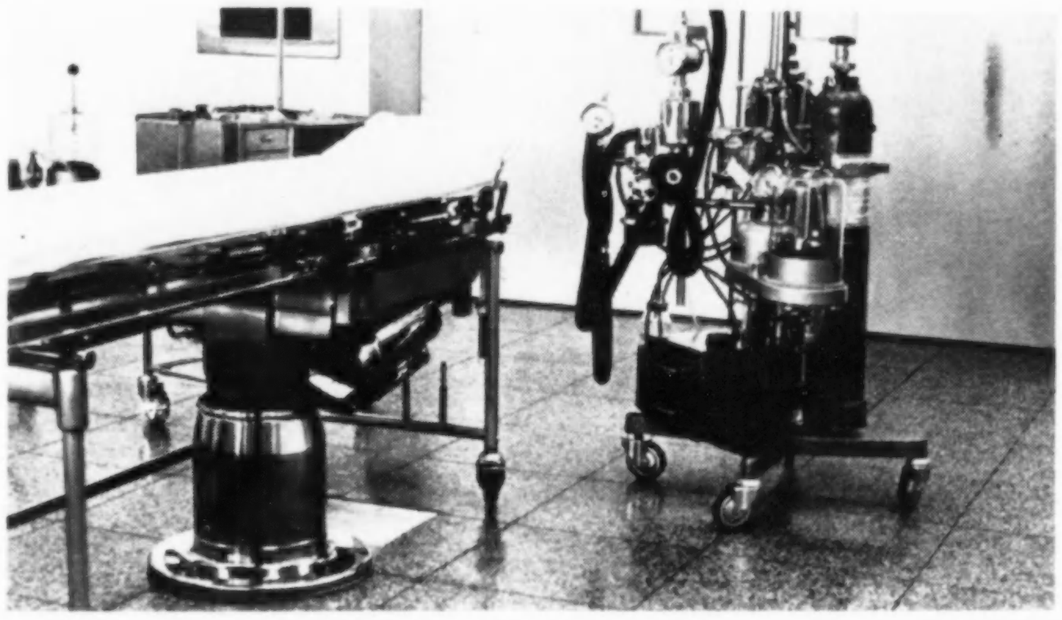
A batch production unit of three Sykes S.6 Sykomatic turret loading gear shapers arranged to be loaded and unloaded by one operator. W. E. Sykes Ltd., Machine Tools Division, one of the 600 Group, gained the Award in 1970 for technological achievement in the method of producing gear manufacturing machine tools.

SUCCESS STORIES, continued



Dowty powered roof supports in a 30-in. high seam at Wooley Colliery. The Dowty Group received the Queen's Award in 1967 for technological innovation and in 1968 for export achievement and technological innovation combined.

Part of the air conveyor flexible pipework for the transfer of components from one stage to another at the CAV, Sudbury, diesel injector factory. The Company gained the Queen's Award for export achievement in 1966, for technological innovation in 1967 and for both in 1969.



Morby Hospital in Stockholm, where 1,000 square metres of Marley anti-static tiles have been laid in eight operating theatres and various other areas. The Marley Tile Company was granted the Queen's Award in 1967 for the technology behind the introduction of its pvc anti-static flooring.

KYNOCH
of KEITH SCOTLAND

- **For many years, to help the Export Drive, KYNOCH have shipped over 93% of their production abroad.**
- ***THIS YEAR A RECORD 95% HAS BEEN EXPORTED.***

H. E. WINTER, O.B.E. (Chairman)

MAKERS OF FINEST QUALITY TWEEDS SINCE 1788

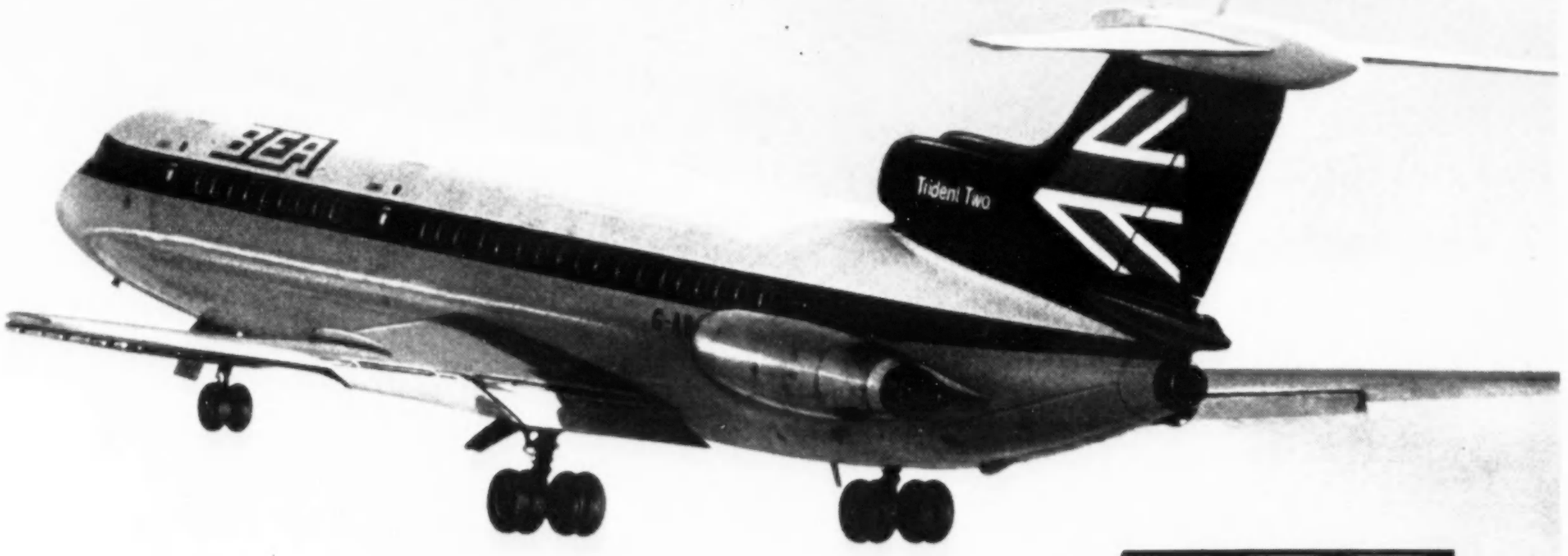
1966

KYNOCH, 9 STRATTON STREET, LONDON W.1. GROSVENOR 4466 (5 LINES) TELEX: 261136 73176

Trident.
Built by Hawker Siddeley for BEA.
Exclusively equipped with Autoland, designed and manufactured by Smiths Industries...developed by BEA and Hawker Siddeley to land the Trident in the poorest visibility and almost any kind of weather.
For BEA passengers, greater comfort and reliability.

1970

**And for BEA,
the honour of the Queen's Award to Industry
for this technological achievement.**



BEA
No.1 in Europe

Everywhere you go you'll find things made from oil. Like make-up, buttons, jewellery, washing-up bowls, drip-dry shirts. Even the soles of your shoes.

And BP is responsible for converting oil into the raw materials for thousands of the everyday things that we take for granted.

You get such a lot out of oil.

BP

BP Worldwide

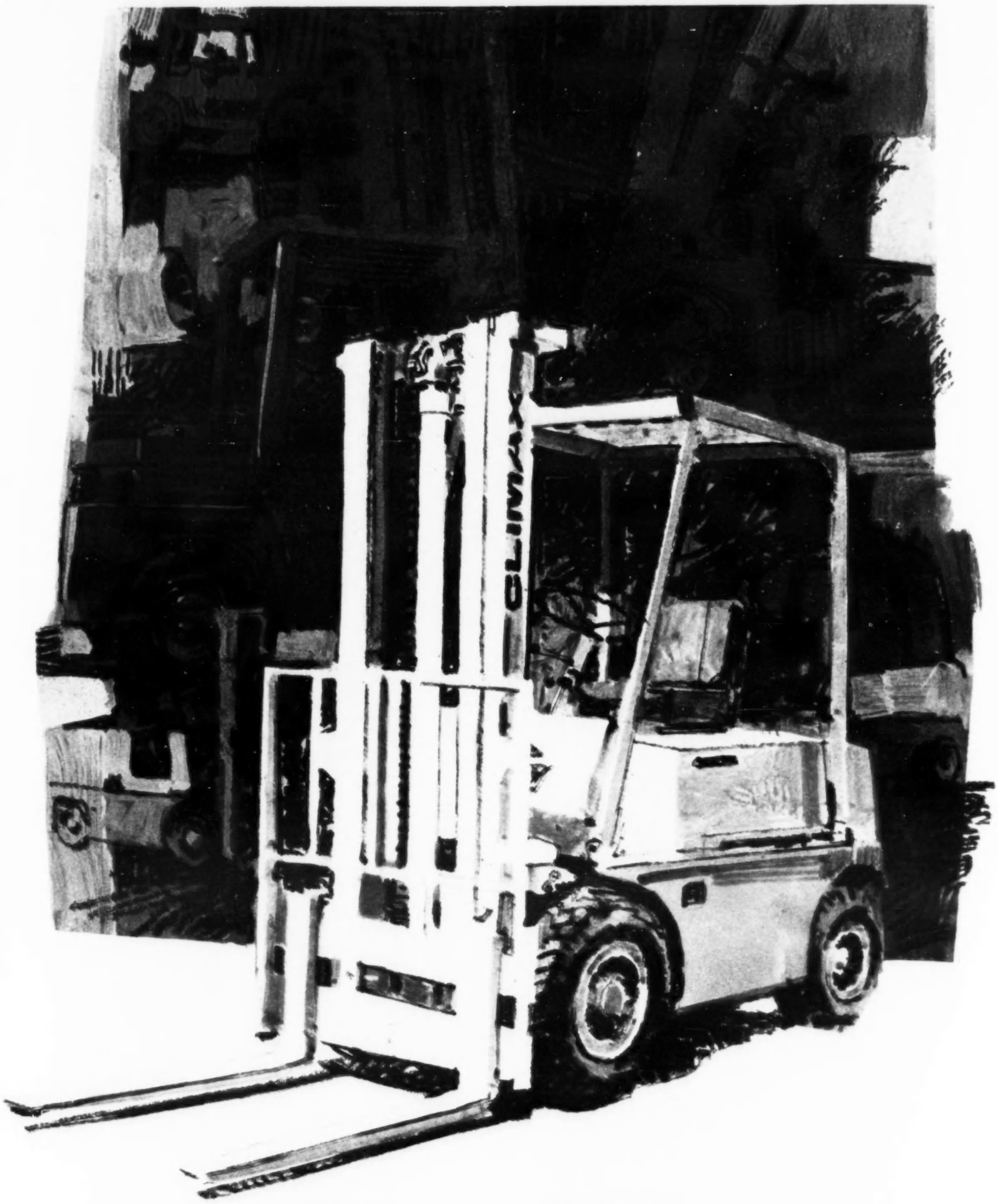
The biggest selling bone china pattern in the world - by Royal Albert

ROYAL ALBERT

the china with the ten year minimum availability guarantee

1968 THE QUEEN'S AWARD TO INDUSTRY

Thos. C. Wild & Sons Ltd., St. Mary's Works, Longton, Stoke-on-Trent. A member company of Allied English Potteries



Climax participate in British Leyland's latest award

1970

BRITISH LEYLAND Climax

Coventry Climax Engines Ltd.,
Widdrington Road, Coventry CV1 4DX Telephone: Coventry 21424

ECGD business in second quarter up 29 per cent on 1969 quarter

BUSINESS INSURED by the Export Credits Guarantee Department in the second quarter of 1970 was a record £757 million, a 4 per cent increase on the first quarter and a 29 per cent increase over the same quarter last year. Of the quarter's business £152 million involved credit beyond six months.

Bank advances guaranteed by ECGD totalled £240 million compared with £222 million in the first quarter and £165 million in the same quarter last year. £114 million of this quarter's figure related to short term credits compared with £78 million in the same quarter of last year.

Large medium term policies issued during the quarter include aircraft (£11·1 million), a submarine cable system (£10·6 million), oil line pipe (£5·1 million), sugar cane handling equipment (£5·1 million), generators and ancillary equipment (£4·4 million), cement plant (£3·9 million), telephone equipment (£3·4 million), hovercraft base and spares (£2·7 million), sugar cane factory (£2·5 million), boilers and pumps (£2·4 million), synthetic fibre plant (£1·8 million), and ships (£1·2 million).

Buyer Credit Guarantees include ships (£4·1 million) and container cranes (£1 million).

Financial Guarantees were issued during the quarter for the sale of ships, ammonia and urea plants and liquid petroleum gas recovery plants.

Seven 'lines of credit,' with a total loan value of approximately £130 million, were guaranteed during the quarter and provided British manufacturers with the opportunity to supply capital equipment for an oil refinery to be constructed in Spain, capital equipment for the South African iron and steel development programme and capital and quasi-capital goods to buyers in Iran, South Korea and Rumania.

Table 1 Shipments insured

All figures in £ million

	1969 June qtr.	1970 Mar. qtr.	1970 June qtr.
Comprehensive business short term credit	465	571	605
Comprehensive business over 6 months credit	49	71	66
Specific business	39	48	58
BCF and Financial Guarantees	33	38	28
Total	587	728	757

Table 2 Advances guaranteed under financial facilities (relating to exports which appear or will appear in Table 1)

All figures in £ million

Comprehensive guarantees to banks related to comprehensive insurance policies	78	111	114
Specific guarantees to banks related to comprehensive insurance policies	12	11	31
Specific guarantees to banks related to specific insurance policies	33	26	29
BCF and Financial guarantees	42	74	66
Total	165	222	240

The above figures combine 'commercial' and 'national interest' business.

'Shipments insured' include, besides direct exports and third country trade, services declared as 'performed.' Shipments declared in connection with Financial and Buyer Credit Guarantees are also included – even though there is strictly no 'insurance' of the shipments. The first table therefore covers the whole of ECGD's turnover.

'Advances guaranteed' is the measure of bank financing covered by any form of ECGD guarantee to a bank (and thus in general qualifying for the special interest rates). They relate to exports which appear or will appear in Table 1, but also including, in the case of Financial and Buyer Credit Guarantees and of some Specific Guarantees, an element of interest covered by the guarantee. In addition to these advances there is of course a large volume of export financing by banks against the assignment of a normal ECGD insurance policy.

Although every 'advance guarantee' must (apart from any interest element) ultimately be matched by a 'shipment insured,' there is no correspondence in time between the two tables – the guaranteed advance need not fall in the same quarter in which shipment is made.

EXPORT CREDITS GUARANTEE DEPARTMENT: STATUTORY RETURN

DURING THE QUARTER ending June 30, 1970, the Department assumed liability:

(a) under Section 1 of the Export Guarantees Act, 1968–1970 up to a maximum of £279,658,806 in respect of guarantees amounting to £436,202,628;

(b) under Section 2 of the Export Guarantees Act 1968-1970 up to a maximum of £32,180,781 in respect of guarantees amounting to £32,478,934.

Foreign visitors to Britain in July

VISITORS TO Britain numbered 822,000 in July, which is the peak month, accounting for nearly one-fifth of total arrivals in the year. In percentage terms the increase of 11.3 per cent over July last year was less than the increases recorded in the last few months; but it meant that 83,000 more people came this July than in July 1969.

After seasonal adjustment, the total figure was not as high as it has been since February. It now looks as though the large numbers arriving in the spring resulted to some extent from a change in the seasonal pattern of arrivals this year, rather than the establishment of a higher level which would be maintained throughout the rest of the year. The 17 per cent increase so far this year over the numbers arriving in the corresponding period of 1969 is still a very substantial one.

It is the numbers coming from Western Europe which, after seasonal adjustments, are back to their level at the beginning of the year; these represent about 60 per cent of foreign visitors (or 40 per cent of all visitors, including those from the Commonwealth and the Irish Republic), but a smaller proportion of all visitors' expenditure here.

The numbers coming from the United States were well maintained, and there were record numbers from some other countries further afield – over 15,000 from Latin America and nearly 9,000 from Japan.

Number of foreign visitors
(Thousands per month)

	Total		Western Europe	United States
	Unadjusted	Seasonally adjusted		
1964	160		95	49
1965	180		108	56
1966	207		123	63
1967	227		134	70
1968	259		157	73
1969 Year	320		190	95
1st quarter	154	303	181	89
2nd quarter	356	321	197	90
3rd quarter	556	317	186	97
4th quarter	215	339	201	101
1970 January	149	350	200	108
February	147	351	201	109
March	296	397	228	125
April	312	372	227	105
May	415	383	238	107
June	509	372	223	112
July	822	351	200	113

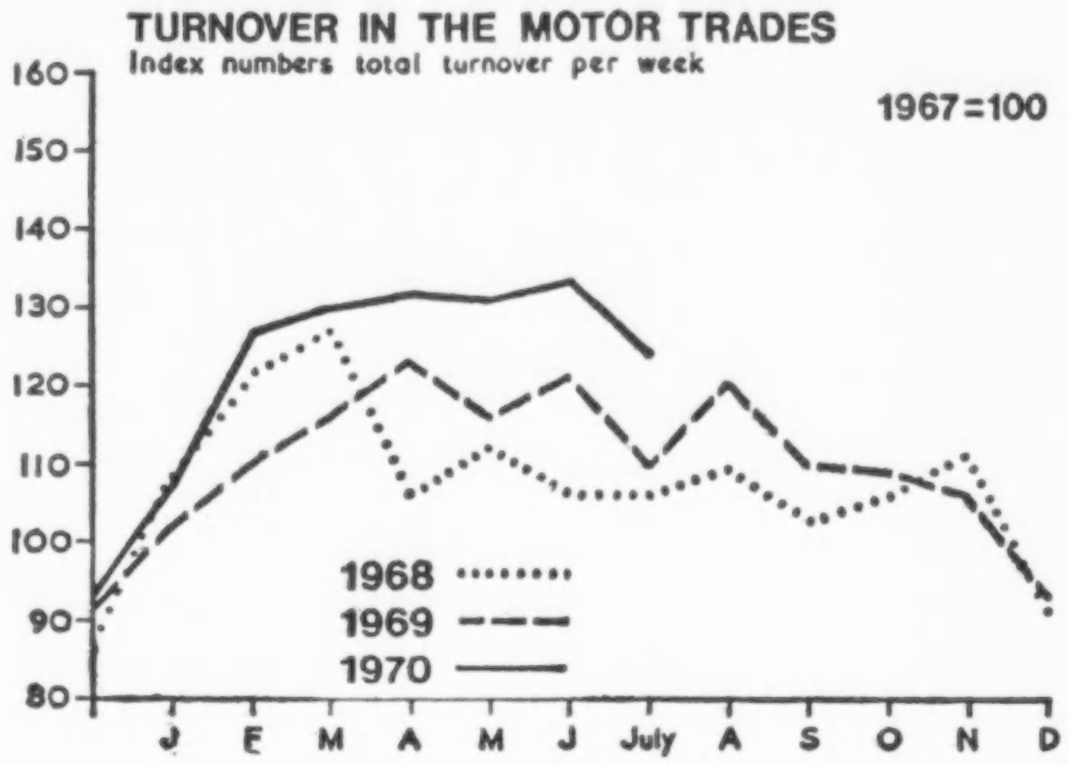
The figures are based on Home Office records, and are limited to visitors of foreign nationality, who represent about two-thirds of all overseas visitors. They exclude Commonwealth citizens and visitors (other than United States citizens) arriving from the Irish Republic.

Turnover of the motor trades in July

THE TOTAL turnover of the motor trades in July was 12 per cent more, at current prices, than in July 1969. This is a little more than the average increase on a year earlier in the first half of this year. Larger increases in sales of new and used cars were partly offset by a smaller rise in other sales and receipts.

Sales of new motor vehicles in the month were 21 per cent more by value than in July 1969, following an increase of 19 per cent in June and average increases of 12 per cent in both the first and second quarters. Sales of used motor vehicles were up by 16 per cent, also rather more than the average so far this year. It should be remembered that the index numbers are of turnover at current prices, and so their movements are influenced by price changes: average prices of used cars, in particular, have risen quite rapidly this year.

Sales in July of petrol, oil and accessories, together with receipts from servicing and repairs were 6 per cent more than a year ago; this is a smaller increase than the average in recent months. It is estimated that about half the increase in July was accounted for by higher prices.



Index numbers of turnover per week and percentage increases on a year earlier (†)

1967 = 100

Kind of business (Turnover in 1967 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total turnover (£4,198 million)	1967	100	96	106	102	97	92	99	97	106	103	109	107	100	98	101	104	87
	1968	109	119	108	106	102	108	122	127	106	112	106	106	109	103	106	111	91
	1969	111	109	120	113	103	102	110	116	123	116	121	110*	120	110	109	106	93
	1970	127(‡)	122	132			107	127	130	132	131	133	124					
	1969	*2*	*- 8*	*11*	*7*	*1*	*- 6*	*- 9*	*- 9*	*16*	*3*	*13*	*5*	*11*	*6*	*3*	*- 4*	*3*
	1970	11(§)	*11*	*10*			*5*	*15*	*12*	*7*	*13*	*11*	*12*					
Analysis of Turnover:	1967	100	99	110	96	95	95	103	100	111	107	110	104	94	92	98	107	83
Sales of new motor vehicles	1968	109	139	102	96	99	127	144	147	94	114	99	90	102	97	102	118	76
(£1,475 million)	1969	105	110	119	104	87	97	115	120	131	114	113	93*	119	100	95	90	75
	1970	127(‡)	125	133			100	132	139	136	128	134	112					
	1969	*4*	*-21*	*17*	*8*	*-12*	*-24*	*-20*	*-19*	*39*	*—*	*14*	*3*	*16*	*3*	*- 7*	*-24*	*- 2*
	1970	13(§)	*12*	*12*			*3*	*15*	*16*	*4*	*12*	*19*	*21*					
Sales of secondhand motor vehicles (£766 million)	1967	100	93	112	106	90	79	100	99	111	107	118	111	103	104	101	101	67
	1968	103	118	107	102	86	94	130	130	106	112	103	104	104	97	96	94	68
	1969	100	101	112	99	88	89	104	110	118	108	111	95*	108	95	95	96	71
	1970	115(‡)	112	121			92	119	121	125	123	115	110					
	1969	*- 3*	*-15*	*5*	*- 2*	*2*	*- 5*	*-20*	*-15*	*10*	*- 3*	*9*	*- 8*	*4*	*- 2*	*—*	*2*	*5*
	1970	10(§)	*10*	*7*			*4*	*15*	*11*	*6*	*14*	*3*	*16*					
All other sales and receipts (£1,958 million)	1967	100	94	101	104	101	95	95	93	100	98	104	108	103	101	102	103	98
	1968	111	104	113	115	111	100	102	111	115	112	114	118	115	110	112	112	110
	1969	121	112	124	126	121	111	110	115	120	121	130	131*	126	123	125	122	116
	1970	131(‡)	123	136			118	126	126	131	136	140	139					
	1969	*9*	*7*	*9*	*11*	*8*	*11*	*7*	*4*	*4*	*8*	*14*	*11*	*9*	*11*	*11*	*9*	*6*
	1970	9(§)	*10*	*10*			*7*	*15*	*9*	*9*	*13*	*7*	*6*					

(†) The periods consist of four weeks except those marked * which are five weeks.
(‡) Index numbers for period January to July 1970.
(§) Percentage change for period January to July 1970 compared with the corresponding period for 1969.

Retailers stocks in July

THE VALUE of stocks at current prices held by retailers at the end of July showed an increase of 6 per cent over the corresponding month of last year; at constant prices there was no change compared with July last year; experience much in line with recent months.

The indices of the levels of retailers' stocks have been revised to take account of the results of the 1966 Census of Distribution and the Annual Inquiries into the Distributive and Service Trades for 1967 and 1968.

Estimate of levels and percentage increases in retailers' stocks

Index numbers (end 1960 = 100) *and percentage increase on a year earlier*
(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices:												
1966	124	126	137	136	140	139	131	137	137	146	156	134
1967	130	132	140	142	144	142	134	139	138	147	157	137
1968	133	136	147	147	151	148	141	147	146	156	168	148
1969	142	146	159	157	161	159	153	159	157	170	183	160
1970	151	154	164	167	167	168	162					
1969	*6*	*8*	*8*	*7*	*7*	*8*	*8*	*8*	*8*	*9*	*9*	*8*
1970	*7*	*5*	*4*	*6*	*4*	*6*	*6*					
At constant (December 1960) prices												
1966	111	113	122	121	124	124	116	120	120	128	136	116
1967	113	115	122	123	126	123	116	121	120	128	136	119
1968	115	117	126	124	127	124	118	123	122	130	139	122
1969	116	119	129	127	130	128	122	127	125	135	144	126
1970	118	120	128	128	128	129	123					
1969	*1*	*2*	*2*	*2*	*2*	*3*	*4*	*3*	*3*	*4*	*4*	*3*
1970	*2*	*1*	*- 1*	*1*	*- 2*	*—*	*—*					

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

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Exhibitions and Fairs

President of Board of Trade to visit International Trade Fair in Helsinki

MR. MICHAEL NOBLE, President of the Board of Trade, will tour the large British display at the Helsinki International Trade Fair on its opening day. He will also have informal discussions with Finnish Ministers on trade topics of mutual interest.

The fair is being held from September 17-27. British participation in this important event is the highlight in the major trade drive being staged by this country in Finland in 1970.

Britain will be by far the biggest foreign participant with more than 130 firms taking part. The British display has been organized by the Board of Trade under its joint venture terms together with the London Chamber of Commerce, the Engineering and Building Centre of Birmingham, the British National Export Council and the British Compressed Air Society.

Another important date during this international event is September 23 which has been designated as British Day. The Duke of Edinburgh has agreed to attend this occasion.

A wide range of consumer and capital goods will be shown by British firms some of whom will be exhibiting independently through their Finnish agents in other parts of the fair.

Among the exhibits will be consumer durables, engineering products, machine tools and office equipment. The British group display will occupy a total area of 46,900 sq. ft. (4,276 sq. metres) of indoor and outdoor space.

British Trade with Finland

£ million

	1967	1968	1969	Jan./June 1970
Imports	129·767	160·686	173·608	89·933
Exports	72·608	79·902	101·364	62·924

Mr. R. E. Gamble, Commercial Counsellor with the British High Commission, Sydney, pressed a button which started a 210ft. continuous-baking biscuit oven at Ashfield, Sydney, on August 31. The ceremony signalled the entry of the famous English company, Huntley & Palmers, into Australia as a manufacturer. At right is Mr. C. P. Ostenfeld, chairman and managing director of Huntley & Palmers (Australia) Pty. Ltd. Their companion here is Miss Janette McLeod, an Australian and holder of the Miss Teenage International title.

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** – *three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Yugoslav Agricultural Fair in 1971: correction

IN THE article on the above Fair on pp. 546 and 547, *Board of Trade Journal* of September 9, reference should have been made of the fact that those companies wishing to participate independently of the Board of Trade joint venture scheme should apply to the official United Kingdom agent of the Novi Sad Fair: ARPENT, Hatfield Heath, Bishop's Stortford, Hertfordshire (Tel. Hatfield Heath 315).

IBC 70—attracts 300 overseas participants

LONDON'S INTERNATIONAL Broadcasting Convention – IBC 70 – was opened on September 7 at Grosvenor House by Mr. Christopher Chataway, Minister of Posts and Telecommunications.

With over 1,000 participants – 300 from overseas – the exhibition and the conference was for one week a world centre for discussion and demonstration on the latest techniques in broadcasting.

The IBC was sponsored by The Electronic Engineering Association, The Institution of Electrical Engineers, The Institute of Electrical and Electronics Engineers, The Royal Television Society, and the Society of Motion Picture and Television Engineers.

Among the orders announced during the show was one by Pye TVT Ltd. for the first colour live cameras to be purchased by Hong Kong. To be supplied to Hong Kong Television Broadcasts Ltd, the order is for four LDK-3 colour cameras with associated equipment and is worth over £84,000. Hong Kong Television Broadcasts Ltd. is one of the two commercial broadcast companies operating in Hong Kong and will be using the cameras for both studio and outside broadcast use.

A group of Australian and New Zealand senior television engineers, a BNEC inward mission, supported by the Electronic Engineering Association, attending the International Broadcasting Convention, in London, are seen here visiting the BBC stand at the exhibition.

British pavilion at Tel Aviv International Trade Fair (Technology)

THE TEL AVIV International Trade Fair Authorities have announced a new pattern for future fairs. In 1971 the fair will be entitled Technology, and will be devoted exclusively to capital goods.

A separate fair for consumer goods is planned for the summer of 1972, and the present intention is to hold exhibitions of capital goods and consumer goods in alternate years.

The Board of Trade will organize a British pavilion at the Tel Aviv International Trade Fair (Technology) June 7-17, 1971, provided there is sufficient support from industry.

This will offer an opportunity to firms to follow up the British Engineering and Scientific Exhibition in December 1969, which produced several million pounds worth of new business.

Firms interested in this exhibition should contact Mr A. L. Thomas, Fairs & Promotions Branch, Board of Trade, Tower Block, Hillgate House, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757 ext. 7246).

'Best ever' fair for many at International Men's Fashion Week, Cologne

A report from the Commercial Section, British Embassy, Bonn

'OUR BEST ever Fair.' This was the comment of Mr. Lester of Scott Lester International as the last buyers left the stand five minutes before the close of the International Men's Fashion Week held in Cologne from August 28-30.

With 783 exhibitors (compared with 669 last time) from 24 countries, this was the largest event of its kind so far. As well as 421 German firms, 362 foreign firms put on show their new collections for the spring and summer seasons 1971.

So the number of exhibitors increased 17 per cent compared with last year, and participation of foreign exhibitors increased by 30 per cent. Foreign countries represented 46 per cent of the total number of exhibitors.

Of the foreign exhibitors, 47 per cent came from Common Market and 40 per cent from EFTA countries. The exhibitors occupied 26,277 square metres for this, the 17th Men's Fashion Week, the demand for space being so great that this year an additional hall was used. Preliminary counts indicate that a total of 26,400 trade visitors, including 9,300 foreign buyers attended, an increase of 34 per cent compared with the 1968 event.

Largest representation

The United Kingdom had once again the largest foreign representation, including 44 members of the clothing manufacturers federation and 19 members of the British Menswear Guild, each group exhibiting in a joint venture with the Board of Trade. Other British firms exhibited independently.

'Colour, courage and fantasy' was the theme of the fashion week chosen by the Fair authorities and there was no lack of support from exhibitors. The fashions exhibited confirm that there is no equivalent of the 'mini-midi-maxi' dilemma as far as men's fashion is concerned. New styles, new colours were sought after and a wide selection will be in the shops in the spring and summer, 1971.

The mode woche included all articles which today belong in the wardrobe of men and boys. On offer were men's outerwear, boys' outerwear, sportswear, leather clothing, Knitwear, underwear, ties, hats and accessories. The increased emphasis on sports clothing was very clear.

A feature of the Fair was the forum of men's fashion occupying 2,100 square metres on which 190 suits and other garments representative of the products of the international industry were on display. One particular interesting aspect was the almost complete absence of dark greys and dark blues from this collection.

Exciting new fashion

British exhibitors were again to the forefront in offering exciting new fashion and clearly indicated that the British industry is still a trend setter. The modern interpretation of the classical styles for which British manufacturers are famous, created much interest among buyers.

On the other hand, the exhibitors placing emphasis on colour and modern styles, particularly those catering for the young man attracted many buyers. It was in this context that Scott Lester International could declare 'Our best ever Fair'.

With a large sales staff and four interpreters (who had to double as sales staff most of the time), they managed to satisfy the demands of the many buyers who visited their stand. Particularly pleasing was the business done with Paris buyers. Similarly, Ibex of England were able to report increased business on their successful record last year, a good share of it went to German buyers.

'A much more interesting Fair for us than last year,' reported a representative of S. Schneiders and Son, who are now feeling the benefit of their four attendances at this event.

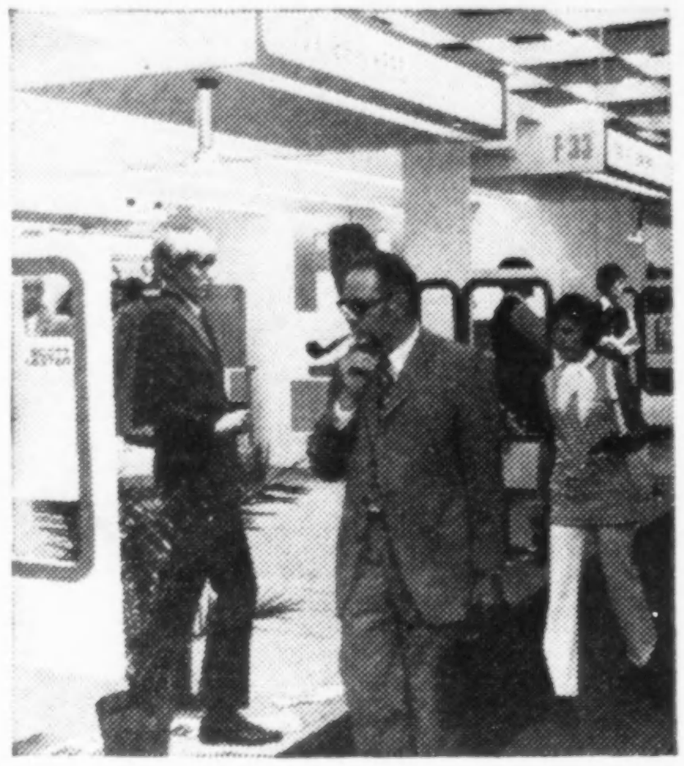
Bonsoir Ltd. were 'delighted' with their success having done more business than expected and were particularly pleased with South African orders. D. Byford and Co. Ltd., whose stand was continuously crowded with visitors reported a very satisfactory Fair.

Most British exhibitors have already established export markets and have exhibited at this event before, but Cado Designs Ltd. attending for the first time, were very satisfied with the interest shown in their accessories and will be attending next year with modified designs.

Trophy presentation

On the day prior to the opening of the Fair well attended press conferences were held by the British Menswear Guild and the Clothing Manufacturers' Federation. Another British event was the presentation to the German firm Regent Herren-Modell-Bekleidung Ohg of Weissenburg, Bavaria of a trophy – a silver replica of the Woolsack – for what was judged by a distinguished panel to be the best suit produced by a German firm, using British Woollen cloth. The trophy was presented by the President of the Wool Textile Export Corporation, Mr. W. P. Bulmer.

As was to be expected, most of the interest in the British exhibits was from buyers of the EFTA countries but the international character of the Fair is illustrated by the fact that orders were taken and inquiries received from countries all over the world, with emphasis on South Africa and the United States.



Visitors appaise an exhibit on a British stand at the Cologne International Men's Fashion Week.

The reduced buying power of the United States buyers was marked, reflecting the less buoyant economic situation. Particularly important was the visit to a number of stands of buyers of a large Finnish group. In addition, group buyers of a number of countries have made appointments to meet exhibitors in London as far ahead as Spring, 1971.

During the Men's Fashion Week, a spokesman for the German commission agents specializing in men's fashion, forecast that in the spring and summer season, 1971, sales in the Federal Republic of men's suits will increase from 5.7 million to 5.8 million, 4.8 to 4.9 million sports jackets and from 12.6 to 13.3 million pairs of trousers compared with 1970.

He also anticipated that the import of men's ready made clothing will be at DM 760,000,000, double that in 1968, and that the trend whereby imports are considerably in excess of exports, will continue. It will be necessary for considerable rationalization in the German industry if it is to remain competitve.

A spokesman for the German industry indicated that prices had increased in general 4-5 per cent on last year, but that little resistance from buyers had been noticed because of these increases.

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" Mr. Byong Pyo Ahn (Export Manager, Sun Hung Moolsan Co. Ltd.)
Exports: Socks.

" Mr. Jae Sik Kim (Director, Oriental Traders Corporation)
Exports: Sweaters.

" Mr. Sang Jo Lee (Export Manager, Samdo Trading Co. Ltd.)
Exports: Garments.

" Mr. Sung Nam Kim (Export Manager, Sang Mi Textile Industries Co. Ltd.)
Exports: Garments.

" Mr. Jim Wou Lee (Export Manager, Daihan Nongsan Co. Ltd.)
Exports: Cotton Textiles, Ramie Textiles.

" Mr. Chae Won Lee (Export Manager, Masan Company, Ltd.)
Exports: Sweaters, Socks.

" Mr. Dae Won Lee (London Office Manager, Taesung Lumber Ind. Co. Ltd.)
Exports: Plywood.

" Mr. Sang Jin Chung (Section Chief, Korea Export Corporation)
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Secretary: Mr. Noh Sin Park (Korea Traders' Association)

ENQUIRIES:

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German Hi-fi industry impressed by quality British products at Hi-fi '70, Düsseldorf

A report from the Commercial Section, British Consulate-General, Düsseldorf

'THERE CAN hardly be another country with such a variety of differing loudspeaker systems. Britain's leading role in loudspeaker construction was clearly demonstrated.' This view was expressed in one of the many favourable newpaper articles to appear on the British participation at Hi-fi '70, Düsseldorf's second international high fidelity exhibition which took place from August 21-30. Another newspaper headline summed it up more concisely – 'One foot in Europe's door. British High Fidelity manufacturers ready for entry into the Common Market.'

The exhibition ran parallel with the purely national German radio and television show and thus shared the limelight with colour television and cassette recorders. What percentage of the 603,000 people who passed through the exhibition grounds' turnstiles found the time and energy to permeate to the two upstairs halls, D2 and F2, which housed the hi-fi exhibits can only be guessed, but the crowds hardly let up and the soundproof demonstration rooms were constantly in use.

Largest single exhibit

One hunded and forty four exhibitors from 12 countries displayed their current ranges of high fidelity amplifiers, tuners, turntables, loudspeakers, tape recorders and accessories. The display occupied 8,000 square metres, of which 950 square metres were devoted to the British joint venture stand, organized by the Federation of British Audio with the assistance of the Board of Trade, the Central Office of Information and the Commercial Section of the British Consulate-General at Düsseldorf. Twenty-one companies participated in this stand, which was the largest single exhibit and which attracted a great deal of attention.

In addition five British companies had stands of their own elsewhere in the two halls, which give Britain a total of 26 exhibiting companies and the largest foreign participation (Germany had 63 exhibitors, Japan 21 and America 20).

Hi-fi in Germany is still in a state of relative infancy, but is a rapidly growing market, estimated by a leading German company as being worth £35 million per annum at present. Nearly every giant German electronics firm offers a high fidelity set-up at the top of its market range – although many of these fail to measure up to the international thoroughbreds of the hi-fi world.

The fact remains, however, that many of these 'middle-fi' products sell – and sell well – on the German market. It was of particular interest therefore to see these products on display and on demonstration right next to the best that Britain can offer in the hi-fi world, and to see what public and what dealer reaction British audio would evoke.

Conducted tour

Some advance publicity for this specialist field had been arranged by the Commercial Section of the Consulate, and several articles on the British stand had been published before the show even opened. This paid off well in the form of 16 trade and technical editors who came to the stand and were taken on an hour-long conducted tour. Their reactions varied from the impressed to the highly enthusiastic!

In addition radio interviews were given by the chairman of the Federation of British Audio, and a reception was arranged by the Consul-General for the opening day, in which the British exhibitors had a chance to meet socially some of the Germans likely to be of help to them. All of which ensured a flying start!

The overall outcome for British audio was highly satisfactory. In several cases contracts were signed, in others options were taken up and in yet others agents increased their own orders of principals' stocks.

Those British companies who came to the show without a German agent went home in the satisfactory position of having lists of contenders for the agencies offered. Finally, the prospects for the next few years looks highly promising.

In an extremely competitive and demanding market. British hi-fi manufacturers have seen for themselves that their product has a sheer quality which in many cases is outstanding, and can ally this to a possible reduction in market price of up to 20 per cent once entry in the EEC is firmly under way.

The enthusiasm with which many German dealers talked of their prospects with British hi-fi was the best proof that all the considerable efforts expended on Hi-fi '70 had been well worth while.

The B and W Electronics exhibits at the Hi-fi '70 exhibition caught the attention of many visitors, and like other British firms they were highly satisfied with the event.

Marked increase in orders from Dutch buyers

A report from the Commercial Section, British Consulate-General, Frankfurt am Main

THE 43RD Offenbach Leather Goods Fair, which took place in the permanent exhibition halls in Offenbach from August 29-September 2, attracted 495 firms. Of these 110 were from outside the Federal Republic of Germany, and the British contingent of 20 was the third largest national grouping behind Austria and France.

All the British exhibitors were members of a joint venture group sponsored by the British Leather Goods Manufacturers' Association and the Board of Trade. They showed a wide variety of well-designed high quality leather goods, including suit-cases, travelling bags, hand bags, purses, wallets, and a complete range of small leather goods and gift articles.

The number of visitors to the fair was estimated to equal the number who attended the 1969 autumn fair, but according to the organizers there were fewer non-German visitors. This was attributed partly to the unfavourable economic situation in some Western countries, and partly to the increased prices quoted by German exporters following the 1969 DM revaluation.

Despite hopes of good all-round results following the retailers' end of season sales, trading was reported to be only routine. Whilst there was a steady demand for travel goods and gift articles, manufacturers of ladies' handbags reported mixed results, with high fashion maxi-style articles made from synthetics more sought after than the more classical and conservative styles in leather.

The most popular leather hand bags were those in soft suede with long fringes, whilst black was the favourite colour for autumn for the more traditional types on display.

These general comments accurately reflect the experience of the British contingent. The autumn fair caters predominantly for the internal German market, so that, as regards the Federal Republic of Germany, only those firms with well-established local links or with a product new to German buyers were able to report favourable business.

A marked increase in inquiries and orders from Dutch buyers was also observed, and the British exhibitors reported, that, as usual, the major part of the business they transacted was with buyers from EFTA countries, and particularly from Scandinavia and Austria.

The luggage manufacturers noted a trend towards tougher suitcases in synthetic materials reflecting the ever increasing total of air travellers, whilst numbered amongst the other British firms taking sizeable orders were Peter Black (Keighley) Ltd. with their 'Wet-Look' travel bags and Michael Butler Sales Ltd. with their wig cases.

The overall verdict appeared to be that the fair, although on the quiet side, produced good results, and many of the initial contacts made this autumn are expected to lead to firm orders at the more important spring fair, which is scheduled to be held between February 27 -March 4, 1971.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1* (01-248 9876, *Ext.* 6147).

GOLVEX 70 highlights strong British hold on Swedish carpet market

A report from the Commercial Department, British Embassy, Stockholm

GOLVEX, Sweden's annual exhibition of flooring materials, started in 1967 and has quickly become an important trade fair which enjoys the support of Swedish and foreign manufacturers and distributors. It is the only annual exhibition of its kind in Scandinavia. This year's exhibition (August 27-30) was mounted at Tennisstadion, close to the centre of Stockholm, and attracted exhibitors from several European countries.

The total number of visitors was 40,300. For the second year running there were few Swedish manufacturers present, but British participation was remarkably good. No less than 12 British firms displayed their products, either on their own stands or through their local representatives, and we were by far the strongest foreign participant.

Needless to say, our contingent had the full support of the Board of Trade and the British Carpets Export Promotion Council, and the latter organization mounted a very useful information stand at the exhibition. It was gratifying to note that the only two real novelties in soft floorings at this year's GOLVEX were presented by British firms.

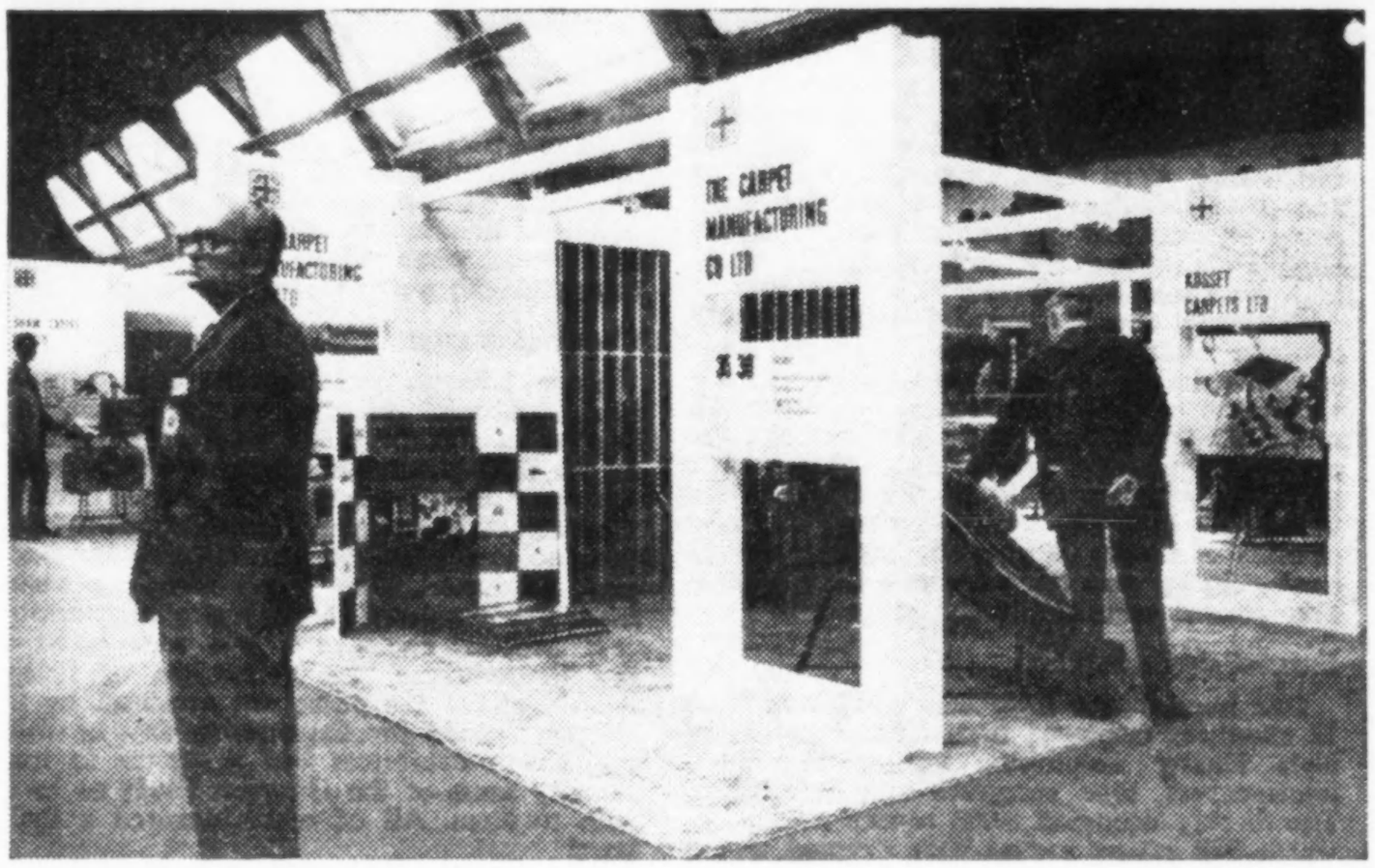
Sweden has for several years been an important export market for British carpet manufacturers and it is estimated that we currently supply a little more than 20 per cent of all imports. No other single foreign supplier can equal this performance and our persistent support of GOLVEX perhaps reflects the importance we attach to the Swedish market.

All in all, Sweden is one of Britain's best customers for soft floorings and, although a slight levelling off of the demand for woven carpets is discernible, the demand for tufted qualities continues to show a very healthy increase. This is no doubt due to the increasing popularity of fitted carpets for use in homes and public buildings, a trend which there is every reason to believe will continue for several years.

GOLVEX has once again proved itself to be a useful exhibition for manufacturers who are already active in Sweden and, although substantial business is sometimes transacted at the exhibition, its chief value probably lies in helping manufacturers to maintain close contact with existing customers.

A feature of this year's exhibition was the platform debate between manufacturers, architects, builders and buyers. This gave experts in all sectors of the flooring trade an opportunity to discuss new products and trends and to consider the future of the Swedish market for floor covering.

At present the total market for soft coverings is said to be roughly 7·5 million square metres a year and in the opinion of Swedish exports the demand will jump to no less than 25 million square metres by 1975. If this forecast is accurate there is every reason for British carpet manufacturers to continue to participate in GOLVEX.



The British stands at GOLVEX 70, Stockholm, provided much interest for many of the 4,300 visitors to this popular exhibition.

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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid to Developing countries

Ceylon

A LOAN agreement under which Britain will provide economic assistance to Ceylon to the value of £3 million has been signed in Colombo. The list of British goods which may be purchased under this loan includes fertilizers, ball clay and glaze, fibre glass, rayon tyre cord, motor cycles, forklift trucks and spares for the following: motor vehicles, locomotives, aircraft, and earth moving, construction, agricultural, electrical and telecommunications equipment.

This loan is part of the £6 million British aid (£5 million commodity aid and £1 million project aid) pledged at the Ceylon Aid Group meeting in Paris in February this year. It is interest-free and is repayable over a period of 25 years including an initial three year grace period, as were the eight previous loans signed since November 1965, and will bring Britain's total loans to Ceylon since that date to £20.71 million. Negotiations are proceeding with the Ceylon authorities for implementing the balance of the £6 million pledge.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642), quoting reference CRE 21316/2/G.

Control books for commercial vehicle drivers in EEC countries

THE MINISTRY of Transport has reminded operators of passenger vehicles and goods vehicles over 3½ tons gross weight undertaking journeys to the Common Market countries that, from October 1 of this year, drivers are required by Community Regulation 543/69 to be in possession of a control book. This must contain a record of their hours of work, driving and rest and entries for the seven days preceding their arrival.

The information to be entered in these control books is much the same as that given in the record books now kept by British goods vehicle drivers but the international books differ in requiring times to be entered in graphic form against internationally accepted and understood symbols representing work, driving and rest periods.

The Community Regulation specifies that after October 1 drivers of large articulated vehicles from countries outside the Common Market will also be subject to a daily driving limit of eight hours driving and a daily distance limit of 450 kilometres. Drivers of other vehicles will be limited to nine hours daily driving, with no distance limit, and this may be extended to 10 hours twice a week. After October 1971, drivers of such other vehicles will be limited to eight hours daily driving, which may be extended to nine hours twice a week. An undertaking has however

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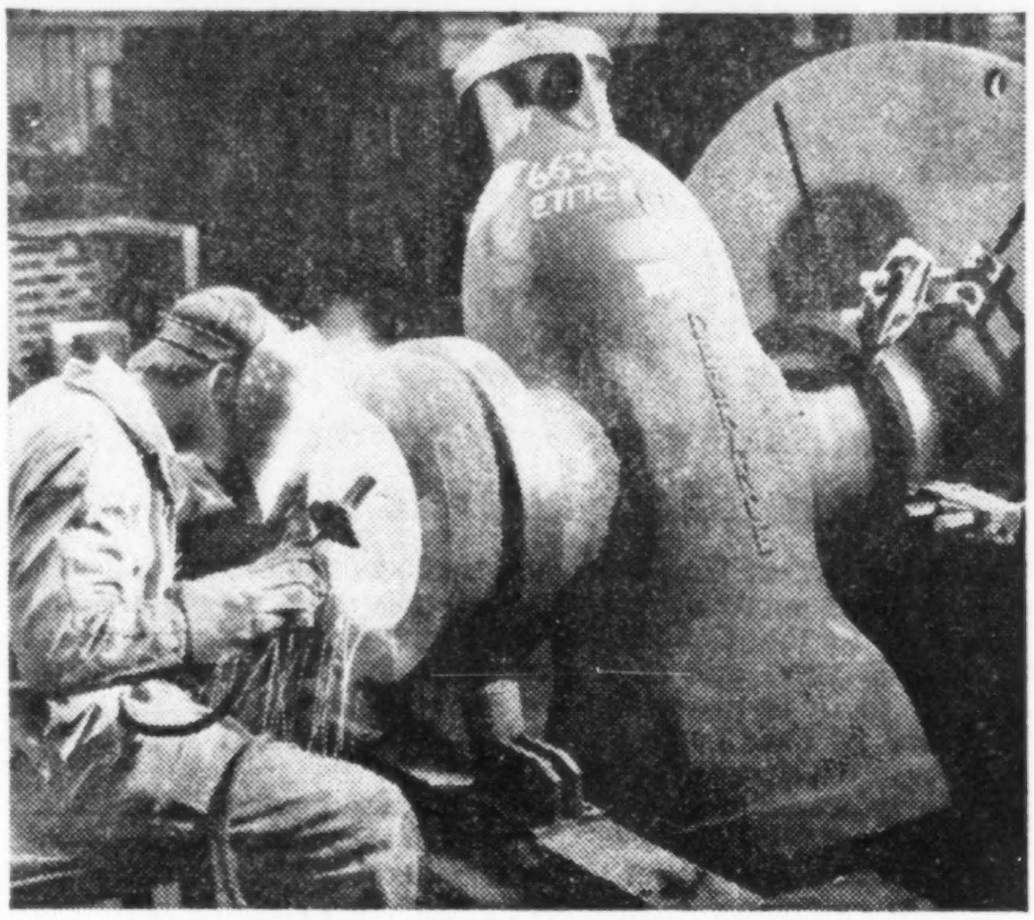


High-pressure welding of individual seats into the main body area of a parallel slide valve at the Skelmersdale factory of Dewrance and Co. This valve, destined for super-heat pipeline use in Finland, is one of many types specially designed and manufactured by Dewrance to international codes and requirements.

been given by the Six that this Regulation would be amended to permit nine hours daily driving for all vehicles until December, 1973, although the distance limit will still apply to large articluated vehicles.

Control books for use on international journeys and further information and advice about the Community Regulation are available from the major road transport operators' associations.

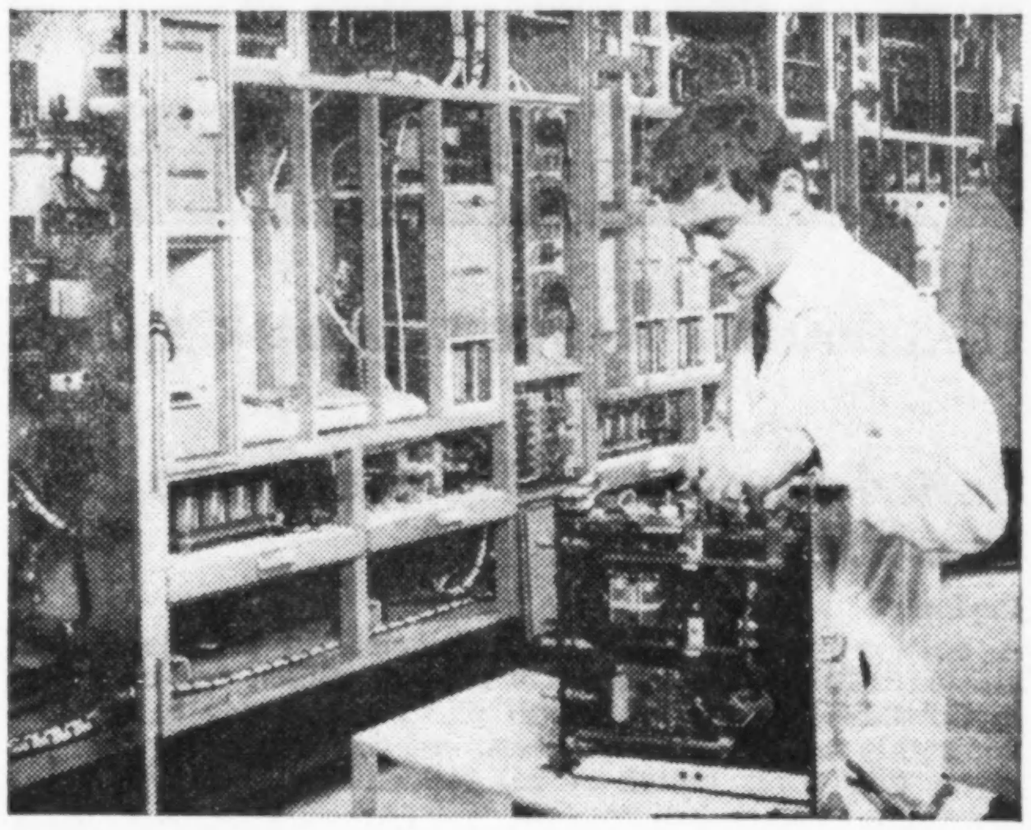
The European Agreement Covering the Work of Crews of Vehicles Engaged in International Road Transport (AETR), which may later govern international journeys, has not yet come into force.

Iraq and Soviet Union

THE IRAQI NEWS Agency has reported the signing of a protocol for economic co-operation and trade exchange between Iraq and the Soviet Union. It will provide for co-operation in the construction of industrial projects in the oil and minerals field and in agriculture, livestock, irrigation and transport projects.

The Soviet Union undertakes to provide technical assistance and supply complete plants, machinery and equipment in return for Iraq crude oil, and will purchase 25,000 tons of dates in 1970 and 30,000 tons from the 1971 season.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3454).



A leading supplier of variable frequency a.c. motor drives for applications like synthetic fibre spinning, food processing, and glass fibre windings, Borg-Warner Controls currently export to Europe 90 per cent of production from its Swindon, Wiltshire plant. This Accuspede system, to be exported to a West German synthetic fibre spinning plant, is designed to control 12 individual groups of motors each rated up to 100kVA. The test engineer in the foreground is checking an inverter phase module for the system.

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment.

The information in these statistics is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings); there are 188 specified countries for consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext. 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the July 15 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page 526 of September 9 issue) or the Export Services Division, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

OUTWARD MISSIONS

Two textile missions in sales drives

Two textile missions left this country on September 12 for a vigorous sales drive in South Africa and Australia/New Zealand. Previous missions organized by the Textile Council with the support of the BNEC have been so successful that this year there was a rush to participate and both missions were fully booked well in advance.

In the last two years total exports of British fabrics have increased by over 50 per cent.

Nineteen firms are represented on each mission. They offer a wide variety of cotton, silk and man-made fibre products ranging from bath mats and book cloths to exclusive jacquard woven bridal wear and fine quality furnishing fabrics.

At present United Kingdom exports of cotton, silk and man-made fibre yarns and fabrics to South Africa, Australia and New Zealand total over £18.2 million (South Africa £8.1 million, Australia £5.6 million, and New Zealand £4.5 million).

The Textile Council misson to New Zealand is being led by Mr. R. H. Bowen, seen on the left in this picture. Mr. Bowen is the export manager of Liberty of London Prints Ltd. Since his appointment to Liberty's his company has enjoyed a rapid growth in exports world-wide. Mr. Bowen was a member of the 1969 Textile Council mission to New Zealand. Mr. Peter Lord, mission secretary, seen here with Mr. Bowen, is export services director of the Textile Council.

Visiting Canada

THE SMALL Industries Council for Rural Areas of Scotland is participating in a trade mission to Canada organized by the Scottish Thistle Export Group. Mr. D. A. Ogilvie, general manager of the council, is a member of a party which set off on September 5 for a tour which includes St. John's in Newfoundland, Halifax, Montreal, Toronto and Vancouver.

He will represent several of the small Scottish firms with whom the council are in contact and who are seeking to expand their export outlets.

Among the variety of goods which the council will be promoting are sheepskin products, knitwear, made-up textiles, trailers, clam-dredging equipment, musical instruments and lapidary equipment.

Merseyside mission to Far East

THE final meeting of members of the Merseyside Chamber's trade mission to the Far East was held on September 8 and was followed by a buffet lunch on board the 'Jason', courtesy of the Blue Funnel Line.

The mission leaves this Friday (September 18) for a four-week tour of the Far East, including visits to Tokyo, Osaka, Hong Kong and Singapore.

Twenty representatives from a broad cross-section of United Kingdom business and commercial interests are represented and the mission will be led by Mr. M. J. Smith, managing director of Evans Medical Ltd.

Some mission members are, to varying degrees, already established in the markets and are therefore seeking to foster increased trade on the basis of existing contacts; other members have few or no connections and will consequently be attempting to assess the potential for their goods and services.

Greater opportunities in Hungary

THE following telex message was received from Mr. H. Leslie Milliard, leader of a Leicester and County Chamber of Commerce and Industry trade mission to Hungary from September 1 to 11: 'Excellent programme prepared for members by Hungarian Chamber of Commerce with every assistance afforded by Commercial Department, British Embassy. Members of the mission invited for informal discussions by HM Ambassador. Leader and secretary visited Ministry of Foreign Trade for talks on Anglo-Hungarian trade. A number of productive discussions have already taken place with foreign trading companies. The new economic mechanism introduced in Hungary in 1968 provides greater opportunities for British exports to this market.'

27,000 miles in a fortnight

MR. ALAN SHIPLEY, chairman of Adcock and Shipley Ltd., machine tool makers, returned to his Leicester office this week after a successful 27,000-mile export sales tour to Australia. During his visit he reached an agreement with Mr. J. A. Rutherford, managing director of the company's Australian distributors, Wm. Adams & Co. Ltd., to launch an intensified sales campaign for Adcock-Shipley in Australia.

After the Federal Republic of Germany, Australia is Adcock-Shipley's biggest single export market, but Mr. Shipley's first-hand investigation has convinced him of further opportunities for increased business there.

On his way out to Australia, Mr. Shipley called on his distributors in Malaysia and Singapore to discuss future plans. He diverted his flight back to Britain to call at Johannesburg on the day Adcock-Shipley (SA) (Pty.) Ltd. started operations – he launched the company with the prediction that Adcock and Shipley should be selling 500 milling machines a year in South Africa by 1975.

After 27,000 miles in 14 days, and 60 hours of flying over four continents, he flew out from Leicester in Adcock-Shipley's own aircraft to Hanover, where the company are showing their range of machines at the International Machine Tool Exhibition.

INWARD MISSIONS

Kinshasa businessmen in Britain

TEN leading Congolese businessmen recently visited a wide range of British companies, business organizations and Government departments on a mission organized by the British National Export Council's Africa Committee.

Mr. E. C. Judd, chairman of BNEC Africa and deputy chairman and joint managing director of the United Africa Co. Ltd., with Monsieur T. D. Tumba, leader of the top-level Kinshasa business mission recently in Britain and president of the Chamber of Commerce and Industry of Kinshasa and High Commissioner of FIKIN, the Kinshasa trade fair.

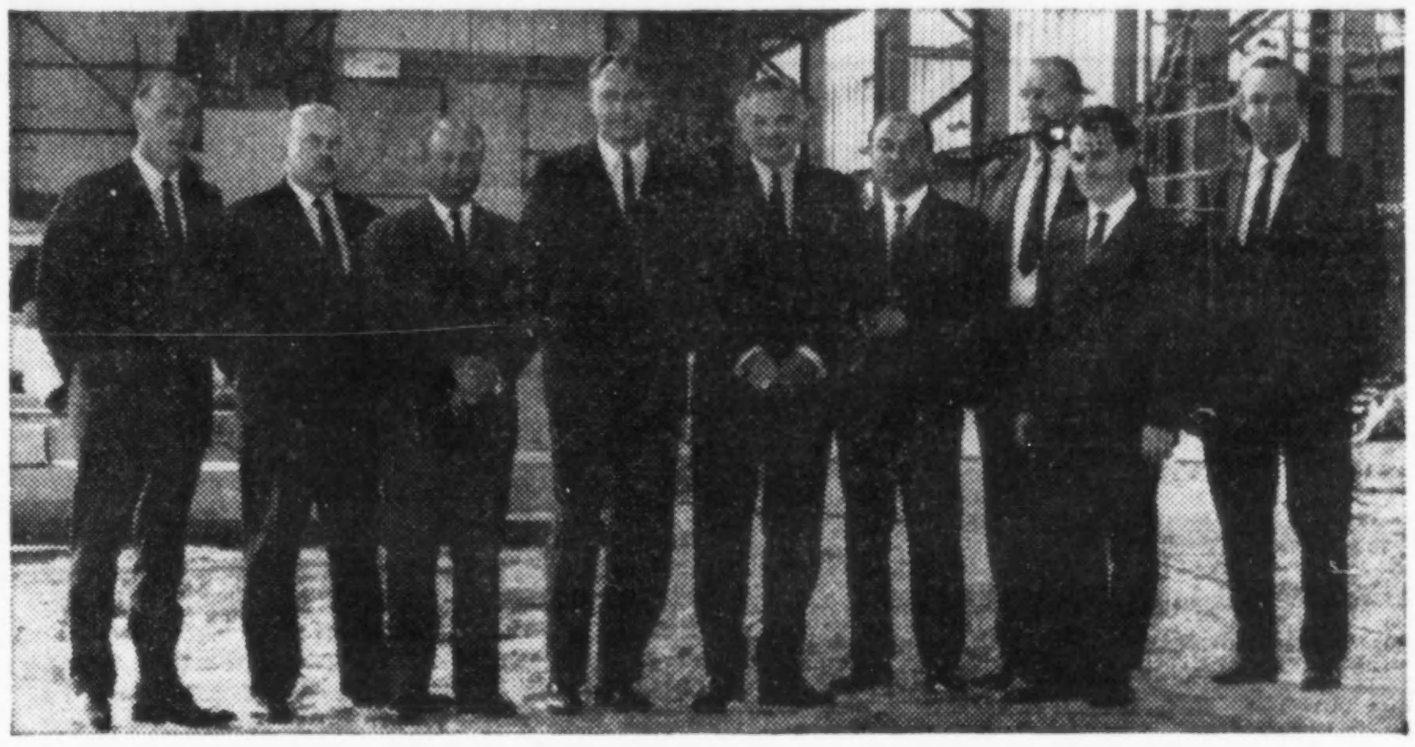
The mission was part of the committee's action programme to increase Britain's exports to Kinshasa which currently stand at £11.4 million per annum. The visit is a direct result of the committee's top-level outward mission to Kinshasa in June led by the late Sir Peter Runge. During that mission the Chamber of Commerce and Industry of Kinshasa accepted an invitation to visit Britain this September. The group is led by the Chamber's president, Monsieur T. D. Tumba, president of BRALIMA, one of the main brewery and soft drink organizations in the Congo.

Members interests included civil engineering, transport, timber and agricultural, textile, medical and pharmaceutical industries as well as general imports.

M Tumba is also High Commissioner of FIKIN, the Kinshasa Trade Fair, first held in 1969 and, as a result of its success, now held every two years. It is hoped to organize a strong British presence at the next fair and this was one of the topics discussed during his visit.

The president met officials of the Africa Committee and visited the Board of Trade Fairs and Promotions Branch, the Foreign and Commonwealth Office, the London Chamber of Commerce, the Birmingham Chamber of Commerce, banking and business interests.

General Descaling Co. Ltd. recently held a three-day convention at the Worksop, Notts., factory, for company agents from Germany, France, Belgium, Sweden, Denmark, Finland, and Eire. Pictured is Mr. John Morgan, GD's technical sales manager, watched by the overseas visitors, demonstrating how to take a 'Pigalert' pig signalling device from a pipeline under pressure.



Mr. Gregory Bibick, the Deputy Minister of the Ferrous (iron and steel) Industry of the Ukranian SSR, visited Fielding & Platt Ltd., the Gloucester hydraulic engineers on September 7. The visit is part of the tour he is making with his delegation to the United Kingdom to study British steel tube manufacturing practice. Picture shows the Ukranian minister and his party inpecting Fielding's new heavy erecting and machining hall.

Visitors from Jamaica

A DELEGATION from Jamaican Chambers of Commerce, currently visiting the Merseyside Chamber, were entertained to luncheon on board the 'Trader' on September 15, by kind invitation of Thos. & Jas. Harrison Ltd. Following the luncheon, members of the Merseyside Chamber's Caribbean Export Trade Register and of the Liverpool West India Association met the delegation to discuss trading operations between Merseyside and Jamaica.

The Merseyside Chamber will also discuss arrangements for the proposed trade mission to the Caribbean in September of next year, including visits to San Juan and Trinidad as well as Jamaica.

The composition of the Jamaican delegation is: Mr. S. C. Alexander, past president, Jamaica Chamber of Commerce, 1969/70; Mr. C. A. Bowen, trade and industrial reporter, *Daily Gleaner;* Mr. L. M. Parke, president, Jamaica Chamber of Commerce; and Mr. E. A. W. Parkin, president, Montego Bay Chamber of Commerce.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2653/6) and not to HMSO.*

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Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Breakthrough for aerospace company

An important breakthrough for a British company into the United States aircraft market has been announced. Plessey Dynamics Group have been selected to furnish the pneumatic drive units for the thrust reversers which will be fitted to the new McDonnell-Douglas DCA-10 series 20. An approximate value of $1 million, including options, is involved. Final contract details are being negotiated.

Test equipment for Germany

Premier Precision Ltd., Bracknell, Berks., a Lucas company, have received an order from MTU, Munich, Federal Republic of Germany, for the supply of turbine test equipment for the Rolls-Royce RB.199 engine, part of the MRCA project. The equipment will be used for extensive testing of compressor components under development.

This contract was won in competition from other European countries.

£81,000 Austrian order

Outbidding strong competition from the Federal Republic of Germany and Czechoslovakia, the Huddersfield-based firm of David Brown Gear Industries Ltd. have won an £81,000 order to supply giant gearing for an Austrian steel mill – the largest Austrian order ever obtained by the company.

Handling systems for Qatar

Gibb-Ewbank Industrial Consultants, on behalf of the Government of Qatar, have placed a £1 million contract with British Ropeway Engineering Co. Ltd., Sevenoaks, Kent, for export and import conveyor systems, shiploading and unloading facilities at Umm Said on the Gulf coast. The order was obtained against strong German and Italian competition. The export system is for the handling of bagged and bulk urea from the fertilizer factory to two shiploaders located on a finger-type jetty, while the import conveyor system is for transporting grain from the jetty to the silos in the Qatar Flour Mills Company's compound.

£600,000 poultry orders

Orders worth more than £600,000 have been placed with Sykes International, poultry breeders, of Warminster, Wilts. Four overseas companies have signed agreements giving them exclusive rights within certain areas to supply Sykes chickens to egg producers.

Between them they have ordered more than a million parent stock – the birds which produce the hybrid layers bought as day-old chicks or pullets by egg farmers. Most of them will go to the Dutch firm of Hamersveld NV, which gets franchise rights in France, Spain and Portugal. The other three deals are with companies in Italy, Pakistan and the Far East.

£86,000 contract for electronics company

British Relay (Electronics) Ltd., London, have received an £86,000 contract from Holiday Inns International for the supply and installation of radio, television, public address, room status and message waiting systems in Holiday Inns in Europe. Most of the equipment will be exported to projects in Germany, Monte Carlo and the Middle East.

Negotiations for the contract took over a year to complete. Further contracts are envisaged as future development could extend to some 300 hotels.

£17 million sales forecast

Sales of ICI products to Eastern Europe in 1970 are likely to reach an all-time record of over £17 million, three times the level of 10 years ago. About 40 per cent of the 1970 sales will be in the USSR and future prospects for increased trade appear good.

The ICI stand at the Second International Chemistry Exhibition in Moscow (September 10-24) highlights many of the products that have contributed to this growth in trade and describes the leading role ICI is playing in the development of the world chemical industry. It singles out the ICI technological advances, which, since the First International Chemistry Exhibition in Moscow in 1965, have won Queen's Awards to Industry. These include the ICI steam naptha reforming process, operated under licence throughout the world; 'Procion' reactive dyes, discovered by ICI and the world's first commercially marketed reactive dyestuffs for cellulosic fibres; and the bipyridyl herbicides, paraquat and diquat, now widely used in most countries of the world.

Paper-making machine for Iran

James Bertram & Son Ltd., the Edinburgh paper-making machinery company, has been awarded a contract for a machine to produce machine-glazed flat and creped tissues. The machine, with a wire width of 100 in. and a speed of 2,000 ft./minute, is part of the complete mill complex being designed and engineered by Reed Engineering Services (Overseas) Ltd., Larkfield, Kent, consultants to the Harir Pars Company of Iran.

Computer for Yugoslav warehouse scheme

An ICL 1902A computer is to be used as the nucleus of a £2.5 million computerized warehouse scheme in Yugoslavia. Centroprom, Yugoslavia's largest supermarket chain, has ordered the 32k system worth £270,000, and will be using the 1902A to maintain a check on stock position and prepare invoices.

This is the eighth ICL system to be ordered in Yugoslavia.

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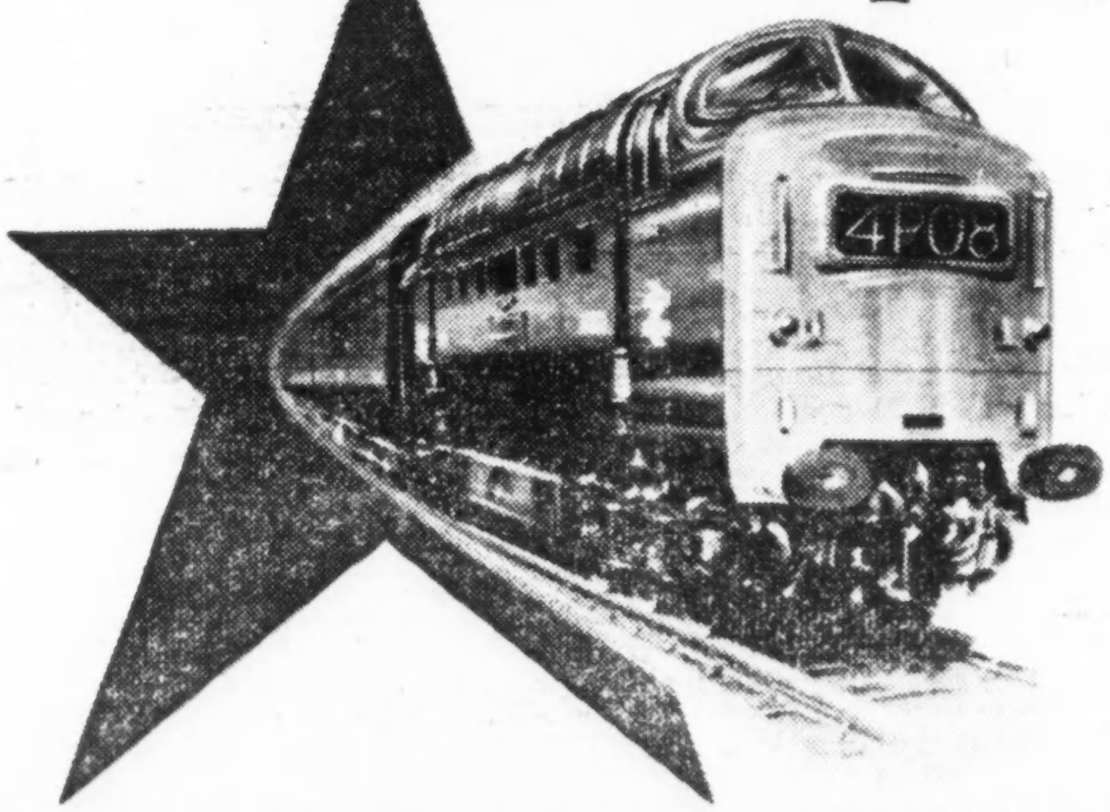

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

UNITED KINGDOM

Cholera regulations

HER MAJESTY'S GOVERNMENT have notified the Director-General of the World Health Organization under Article 8(1) of the International Sanitary Regulations that as from September 18, 1970 a valid certificate of vaccination against cholera will be required of every traveller who at any time during the five days immediately prior to his arrival in the United Kingdom has been in any country any part of which has been notified by the World Health Organization as currently infected with cholera.

For this purpose a certificate showing a single injection of vaccine given not less than six days and not more than six months previous to date of arrival will be accepted as evidence of validity.

Inquiries about this notice should be addressed to Commercial Relations and Exports Division, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3454).

EUROPEAN COMMUNITIES

Harmonization of legislation

THE *Board of Trade Journal* dated July 1, 1970 (page 27) contained a notice about **Directive 70/311/CEE** concerning the harmonization of Member States' legislation relating to steering gears for motor vehicles and their trailers. The *Journal Officiel des Communautés Européennes* No. L196 dated September 3, 1970 contains a correction to Article 6 of this Directive.

The French text of the Directive and of the correction may be seen on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

Common agricultural policy

THE TEXTS of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*.

The French texts of these Regulations may be seen on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

SUGAR

Regulation (CEE) No. 1773/70 fixes the basic amount of the import levy for syrups and certain other products in the sugar sector (*Journal Officiel* No. L194 dated September 1, 1970).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1786/70 modifies **Regulation (CEE) No. 1579/70** which establishes special provisions for the export of certain cheeses to Spain (*Journal Officiel* No. L195 dated September 2, 1970).

CEREALS

Regulation (CEE) No. 1796/70 fixes the unitary quantities of raw material to benefit from the production refund for maize flour, groats and meal intended for use in the brewing industry (*Journal Officiel* No. L196 dated September 3, 1970).

Regulation (CEE) No. 1797/70 suppresses the compensatory tax on imports of peaches from Greece introduced in **Regulation (CEE) No. 1736/70** (*Journal Officiel* No. L196 dated September 3, 1970).

WINES

The *Journal Officiel des Communautés Européennes* No. L196 dated September 3, 1970 contains a correction to the text of **Regulation (CEE) No. 1388/70** concerning the rules relating to the classification of varieties of vinegar.

FRUIT AND VEGETABLES

Regulation (CEE) No. 1570/70 establishes a system of standard average values for citrus fruits as provided for in **Regulation (CEE) No. 803/68** concerning the value of goods for customs purposes (see *Board of Trade Journal* dated August 16, 1968 (pages 506-509)) (*Journal Officiel* No. L171 dated August 4, 1970). A correction to **Regulation (CEE) No. 1570/70** was published in the (*Journal Officiel* No. L195 dated September 2, 1970).

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 1585/70 establishes the criteria for fixing world prices for groundnuts, copra, palm and unrefined palm oil (*Journal Officiel* No. L173 dated August 6, 1970).

Regulation (CEE) No. 1778/70 fixes the production refund for olive oil used in the manufacture of preserved fish and vegetables (*Journal Officiel* No. L194 dated September 1, 1970).

Regulation (CEE) No. 1779/70 changes the amount of the import levy applicable to certain olive oils originating in and coming from Greece (*Journal Officiel* No. L194 dated September 1, 1970).

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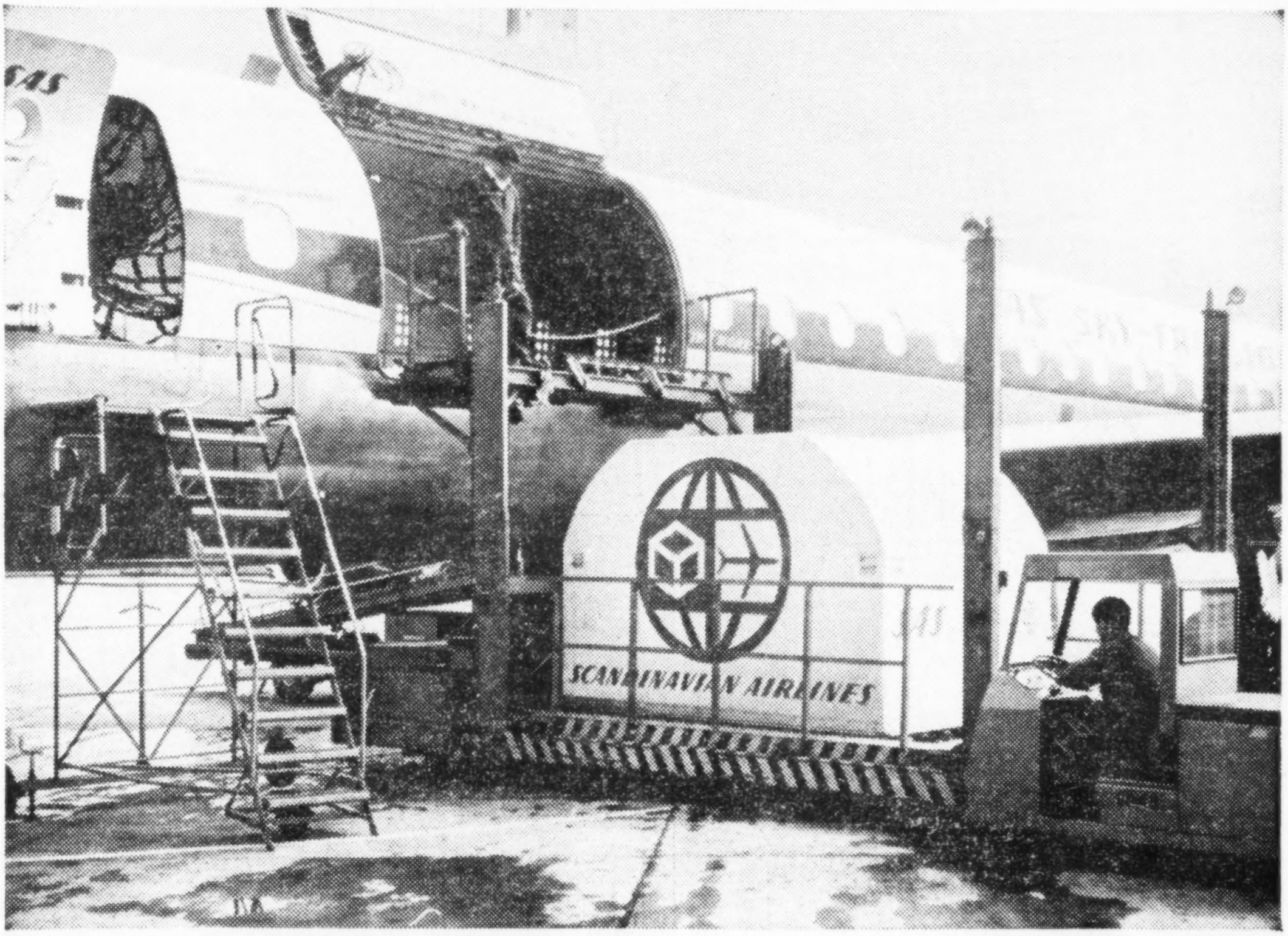

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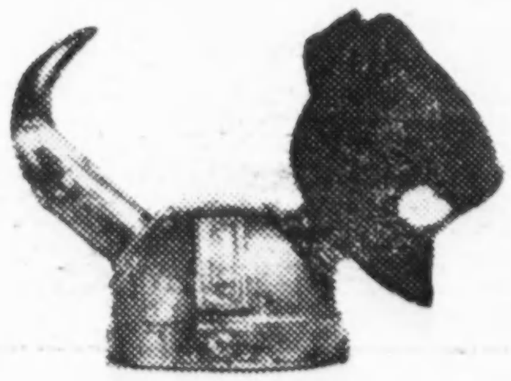

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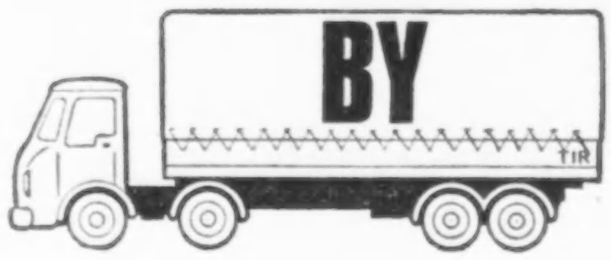

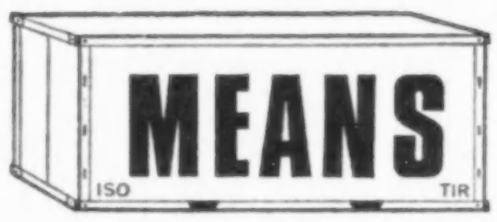

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FRANCE

Import regulations for certain foodstuffs

THE FRENCH *Journal Officiel* of September 1 published a notice setting out the variable levies and maximum rates which apply from September 1, 1970 to certain foodstuffs of the following tariff headings:

Tariff No.	Description
19.05	Prepared foods obtained by the swelling or roasting of cereals or cereal products:
B	Based on rice
C	Other than maize or rice
21.07 A	Cereals in grain or ear form, pre-cooked or otherwise prepared:
II	Rice

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423, 408, 288).

Liberalization of horsemeat imports

THE FRENCH *Journal Officiel* of August 28 announced that the time limit for the importation from all countries of fresh or chilled horsemeat falling under Tariff heading 02.01 A ex I, not subject to quantitative restrictions (notice published in *Board of Trade Journal* of June 10, 1970, page 1579) has been extended from August 31 to September 30, 1970.

Liberalization of imports of horses for slaughter

THE FRENCH *Journal Officiel* of August 28 announced that horses for slaughter (Tariff heading 01-01 AII) may be imported into France free from quantitative restrictions until September 30, 1970, when originating in or imported from member countries of the former OEEC, the United States and Canada.

Inquiries relating to these notices should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423/408/288) where the French texts may be seen.

SPAIN

Import duty suspension on ethyl alcohol

THE SPANISH *State Gazette* of September 3 announced the suspension of import duty on Ethyl Alcohol (Tariff Heading 22.08-A) valid until December 3, 1970.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

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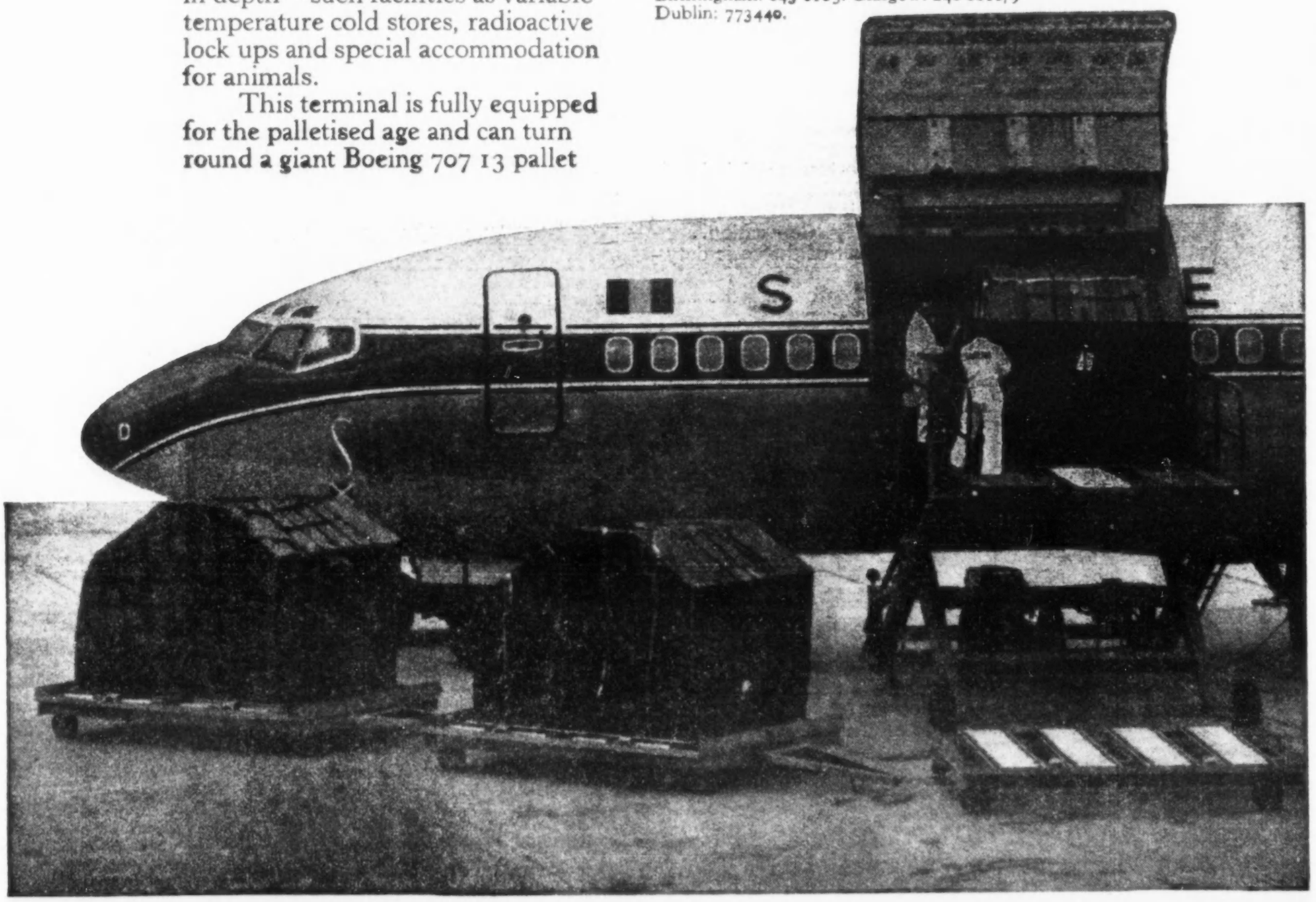


ITALY

New economic measures

ITALIAN DECREE Law Number 621 which came into effect on August 27 contains details of tax increases.

The increases most likely to affect United Kingdom exports to Italy are:

a. Frontier surtax, fiscal tax and cost of manufacturing tax lables on cereal and cane spirits, which will affect mainly Scotch Whisky.
b. The general turnover tax (Imposta Generale Sull' Entrata) which on equipment for sound recording and reproduction (including discs), cameras, lenses and projectors will rise to 8 per cent, on cosmetics and toiletries to 20 per cent and on antiques and works of art other than by living artists to 30 per cent.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 467) where the Italian text of the Decree Law may be seen.

TURKEY

Customs duty exemption

THE TURKISH *Official Gazette* of August 10, 1970 announced that imports of cast iron products (Tariff No. 73.01), ferro-alloys (73.02), scrap iron (73.03), blooms, billets, sheet bars (73.07), sheet iron in rolls (73.08), iron and steel rods (73.10), iron and steel beams (73.11), high carbon steel products (73.15) and iron ore (26.01) will be exempt from Customs Duties if imported with the approval of the Ministry of Industry.

No further information is available as yet but inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

PORTUGAL

EFTA duty reductions

DECREE LAW 363/70, published in the Portuguese *Diario do Governo*, First Series, No. 179 of August 4, listed certain items which are now subject to accelerated reductions of EFTA duties under the provisions of Annex G to the EFTA Convention.

The first accelerated reduction of 20 per cent of the basic duty – making an overall reduction of 70 per cent – came into force on June 1, 1970, and further reductions of 10 per cent of the basic duty will take place on January 1 of each year hereafter.

Various items under the following Brussels Nomenclature headings are affected: 29.44, 36.02, 39.01, 39.02, 39.07, 44.05, 58.10, 59.08, 59.17, 61.09, 62.03, 68.02, 68.06, 74.17, 82.02, 82.05, 83.02, 83.07, 83.13, 84.06, 84.45.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

Twelve garbage vehicles, the first consignment of an order of 150 arrived in Baghdad recently, and Mr. R. C. Davies, managing director of John Gibson and Son Ltd. of Edinburgh went out to be present at the hand-over ceremony. Mr. Davies (right) is seen here talking to Mr. R. K. Hamilton, First Secretary (Commercial), Baghdad.

KUWAIT

Labelling regulations

FURTHER TO the Notice on new labelling regulations in Kuwait reported in the *Board of Trade Journal* of August 19, page 422, the original decree on this matter has now been amended so that it is no longer necessary for the manufacturers' name and brand to be included on the label. It will be enough 'to affix the name of the country of origin on each piece of the imported goods in a manner that cannot be removed or changed, in compliance with the documents relating to the said goods.'

Inquiries about this Notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

Cholera regulations

THE KUWAIT authorities require all travellers to Kuwait to hold valid international certificates showing that they have received two injections of vaccine against cholera.

Inquiries about this notice should be addressed to Commercial Relations and Exports Division, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3454).

SOUTH YEMEN

Cholera regulations

THE SOUTH YEMEN authorities have announced that all passengers entering South Yemen must hold valid international certificates showing inoculation against cholera at least six days prior to arrival.

Inquiries about this notice should be addressed to Commercial Relations and Exports Division, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3454).

Tariff amendments

SOME AMENDMENTS have been made to the Israeli Customs Tariff. The items affected are 44.03 and 84.22.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

Temporary import surcharge

ISRAEL HAS imposed a temporary 20 per cent import surcharge on all imports except basic commodities including fuel, wheat, sugar, certain other foodstuffs and diamonds. The surcharge, calculated on the landed value before tax, came into effect on August 17, and will remain in force until December 31, 1970.

Import duty increase on luxury goods

THE ISRAELI RATE of import duty on a number of luxury items, including cigarettes, shoes, jewellery and wigs, will also be further increased.

Sales tax on consumer items

SALES TAX has been increased in Israel on a number of consumer items including foodstuffs and yarn and cloth.

Further information is not yet available.

Inquiries about these notices should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF APPLICATION List No. 514, published in the South African *Government Gazette* of September 4, contains applications to the Board of Trade and Industries for:

(1) an increase in the duty on certain internal combustion compression-ignition engines;

(2) the withdrawal of certain associated rebate facilities; and

(3) the provision of further rebate facilities in respect of the manufacture of certain internal combustion compression-ignition engines.

The withdrawal of rebate facilities is also requested in respect of (1) Urea formaldehyde for use as a binding agent in the manufacture of reconstituted wood (Item 309.01/39.01) and (2) steering parts, and axles (driving and non-driving) or road tractors for semi-trailers (Item 317.03(1)/87.06).

Those British trade organizations thought to be interested in the applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

MALI

Societe Malienne d'Importation et d'Exportation (SOMIEX)

THE *Board of Trade Journal* of August 19 contained information about the trade interests of SOMIEX.

It has been pointed out that all approaches to SOMIEX should preferably be in French, if this is at all possible. Similarly, prices should be quoted in dollars or francs and specifications should be expressed in metric terms. Inquiries expressed as above may be sent direct to SOMIEX.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Room 339, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2334).

MALAWI

Import control on paper products

IN A PRESS RELEASE published in *MANA* (*Daily Digest*) of August 21, 1970, the Malawi Ministry of Trade and Industry announced the following:

All items of stationery and paper products, which are subject to import licensing procedure in terms of Government Notice No. 52 of March 26, 1970, under the authority of the Control of Goods Act (published in the *Board of Trade Journal* of April 29, 1970, page 1192) may be imported only through Messrs. Paper and Printing Supplies of PO Box 6, Blantyre. Accordingly, all orders for the importation of stationery and paper products should be made through them.

The goods controlled under this Government Notice include stationery and paper and other products used in the printing trade such as: printing, lithographic and ruling inks (including printers' bronzes and the like), newsprint and articles of paper pulp, paper, paperboard or cellulose wadding and printed matter.

Inquiries relating to this notice should be addressed to the Board of Trade, Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

TANZANIA

Import licensing regulations

GOVERNMENT NOTICE No. 245 published in the United Republic of Tanzania *Official Gazette* of August 21, amended, with effect from August 12, the Second and Fourth Schedules to the Tanzania Open General Licence, 1968 (published in the *Board of Trade Journal* of August 16, 1968, pages 514-515) which include goods of United Kingdom origin for which specific import licences are required.

The list of items to be added to these Schedules is too long to be reproduced here, but they fall broadly within the following headings:

Animal and vegetable fats and oils, cocoa powder, cereals, mustard, products of the chemical and allied industries, artificial resins and plastic material, articles of wood, children's books and maps, articles of asphalt, laboratory glassware, base metals and articles thereof, paper and printing machinery, photographic apparatus, microscopes, measuring instruments, clocks, furniture and bedding, powder puffs, appliances for outdoor games and miscellaneous manufactured articles. Items falling within BTN numbers 83.04, 94.02 and 98.01 have been added to the Fourth Schedule only.

Note:

Applications to import the goods shown in the Second Schedule should be submitted to the State Trading Corporation, PO Box 883, Dar es Salaam and not direct to the office of the Import Controller.

These changes are being published in full by the new computerized Export Intelligence Service and information is also available from the Board of Trade, Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

SUDAN

State monopoly of the export of oil seeds

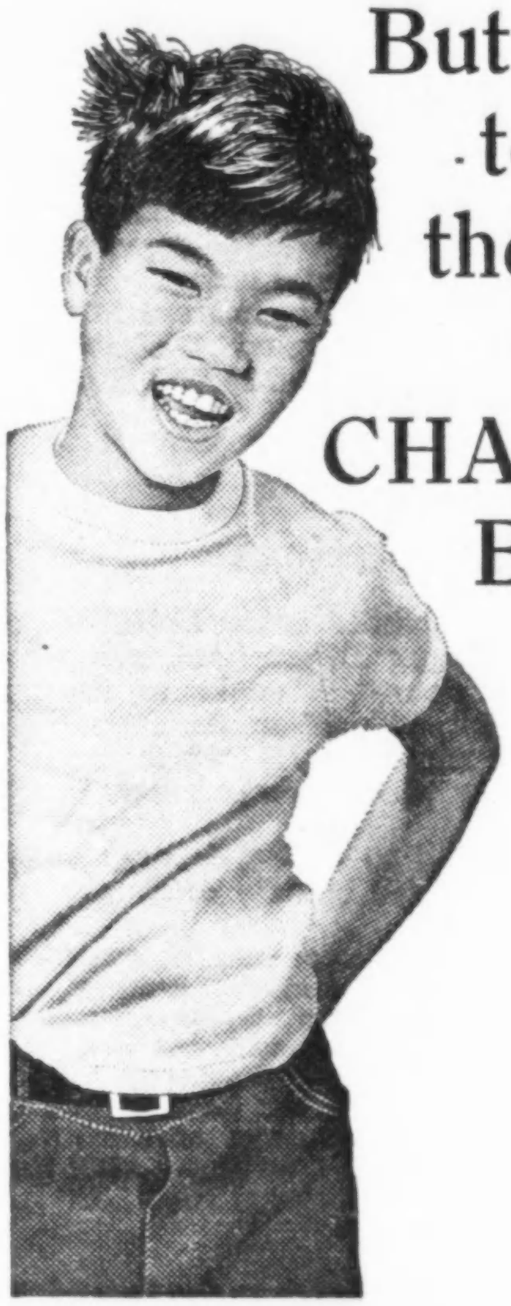
IT HAS been announced by the Sudan Revolutionary Command Council that the export of all oil seeds and cake, including groundnuts, sesame, cotton-seed, castor seed and kirkadeh, is to become a State monopoly.

This will be operated through three sequestrated or confiscated firms, the Octomayo Corporation (formerly Osman Saleh and Sons Ltd.), El Shehada Trading Corporation (formerly Sarkis Ismirlian and Co. Ltd.) and the October National Trading Corporation (formerly Tsakiroglou and Co.) which will incorporate elements of other nationalized and confiscated firms dealing in these products.

Exporters in the private sector will be permitted to execute export contracts already concluded and approved by the Exchange

(*Continued on next page*)

Makoto may not know much about export promotion...



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SUDAN, *continued*

Control Department of the Bank of Sudan, but negotiations under way for further contracts will be taken over by the three State companies operating the monopoly. Private sector merchants may still engage in internal trade.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London S.W.1 (Tel. 01-222 7877, Ext. 2357).

ALGERIA

Import restrictions

THE ALGERIAN *Journal Officiel* of August 14, 1970 announced that the following items were to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963).

Tariff No.	Description
Ex 73.31 A	Metal teeth for combing cards
Ex 39.07 E	Flakes of plastic material

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 or 475).

INDONESIA

Prohibited imports

WITH EFFECT from August 20, 1970, the Indonesian Government has banned imports of dry batteries with a height of 60 mm and a diameter of 33 mm, tyres for passenger cars and trucks of certain tonnage, and also sarongs and cambrics made of cotton yarn with a maximum width of 36 inches.

As from August 24 the import of galvanized iron sheets has also been banned.

These prohibitions follow the implementation of the Indonesian Government's policy in stimulating domestic production which is now considered capable of meeting the requirements for these items.

All inquiries relating to this notice should be addressed to the Board of Trade, Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468, 469 and 401).

SOUTH VIETNAM

Ban on import of certain items of electrical equipment

THE VIETNAMESE Ministry of Economy has announced a ban on the import of various items of electrical equipment, details of which are:

1. Indefinitely:
   - Circuit breaker or switch
   - Plug, male
   - Plug, female
   - Plug, multiple
   - Triprise
   - Bulb, light
   - Bulb, olive
   - Bell button
   - Fuse case
2. For 12 months from July 7, 1970
   - Incandescent electric bulbs (80V-230V) of less than 1,000W
   - Incandescent electric bulbs (80V-230V) of less than 1,000W
   - Electric bulb holders

Inquiries should be made to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

SINGAPORE

Pioneer industries

THE *Board of Trade Journal* of September 2, 1970 (page 515) published the Pioneer Industries Revocation of Order notice. This notice should be amended by the addition of the following:

Industries	Products
Mineral oil refinery	Aviation turbine fuel, diesel fuel, petroleum naphthas, fuel oil, gas oil, gasoline: all types, kerosene, mid-distillates, liquid petroleum gas

AUSTRALIA

Simplification of the Australian customs tariff

A NOTICE was published in the *Board of Trade Journal* of July 29, 1970 giving details of the simplification of the Australian customs tariff. Draft chapters of the revised tariff will be published and in this set, six weeks allowed (from the date of publication) by the Australian authorities for objections.

Drafts of the following chapters were published on September 11, and are available in the Commercial Relations and Exports Department of the Board of Trade, who will supply details on request:

27 Mineral fuels and oils
60 Knitted and crocheted goods
62 Made up textile articles
75 Nickel and articles thereof
77 Magnesium and beryllium, and articles thereof
78 Lead and articles thereof
79 Zinc and articles thereof
83 Miscellaneous articles of base metal
95 Articles and manufactures of carving or moulding material
96 Brooms, brushes, feather dusters, powder puffs and sieves
97 Toys, games and sports requisites.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2318/2319), quoting reference No. CRE 30848.

NEW ZEALAND

Emergency Protection Authority inquiry into PTFE sheet film and tape

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of polytetrafluorethylene (PTFE) sheet film and tape.

Details of the tariff items, under which the above mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
Ex 39.02.67	Cwt.	Free	..	10%
Ex 39.02.69	Cwt.	Free	..	Free

The Emergency Protection Authority is required to report to the Minister by October 2, 1970.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Trade Association of New Zealand Inc. P.O. Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade,' telephone: Wellington 43-706. The BTANZ charges a fee for its services, ttheamount carrying according to the work entailed and whether he trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 841/69.

(*Continued on next page*)

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NEW ZEALAND, *continued*

Emergency Protection Authority inquiry into continuous filament polyester yarn

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of continuous filament polyester yarn.

Details of the tariff items, under which the above mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
51.01.42	Lb.	Free	..	10%

The Emergency Protection Authority is required to report to the Minister by October 7, 1970.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade' (Tel. Wellington 43-706). The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 853/69.

Emergency Protection Authority report

COPIES OF the following New Zealand Emergency Protection Authority report have been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
27.03.00	Peat (including peat litter) whether or not agglomerated

Customs tariff inquiry into moulds and moulding boxes

THE NEW ZEALAND Tariff and Development Board has stated that it has received representations which suggest that the original terms of reference of the public inquiry into moulds and moulding boxes as set out in *Board of Trade Journal* of September 17, 1969, page 793, were unduly restrictive, and that it is awaiting further representations from interested parties before requesting the approval of the Minister of Customs for extended terms of reference.

Further representations have been received on products of the tool-making industry other than moulds and moulding boxes, and the terms of reference for the Inquiry have now been extended. The Board will now inquire into and report upon what form of permanent protection, if any, is necessary in respect of the goods classified within the tariff items set out in the Schedule to this Notice.

Representations have been received by the Board asking that the inquiry as it affects moulding boxes should be separated from consideration of the other goods under inquiry. The Board has decided that evidence about moulding boxes will be heard at the start of the inquiry, following which evidence will be heard about the other goods. Any person wishing to tender evidence about moulding boxes should therefore lodge it separately from any other evidence he wishes to present.

The public inquiry will take place in Wellington on Tuesday, November 24, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Tuesday, November 3. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and

the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc. PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade' telephone Wellington 43-706; (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 758/69.

Schedule

Number	Description	Rates of duty		
		British Preferential	Most Favoured Nation	General
82.05	Interchangeable tools for hand tools, for machine tools or for power-operated hand tools (for example, for pressing stamping, drilling, tapping, threading, boring, broaching, milling, cutting, turning, dressing, morticing or screw-driving), including dies for wire drawing, and extrusion dies for metal, and rock drilling bits:			
	Other kinds:			
82.05.03	As may be determined by the Minister	25%†	45%†	50%*
82.05.09	Other	Aul. 10% Free	20%	25%
84.48	Accessories and parts suitable for use solely or principally with the machines falling within headings Nos. 84.45 to 84.47, including work and too holders self-opening die-heads, dividing heads and other appliances for machine tools; tool holders for any type of tool or machine-tool for working in the hand:			
84.48.01	Tool holders for non-mechanical hand tools	Free	17½%	30%
84.48.09	Other	Free	20%	25%
84.59	Machines and mechanical appliances having individual functions, not falling within any other heading of this Chapter:			
84.59.24	Dies for extruding artificial resins on plastic	Free	20%	25%
84.60	Moulding boxes for metal foundry; moulds of a type used for metal (other than ingot moulds), for metallic carbides for glass, for mineral materials (for example, ceramic pastes, concrete or cement) or for rubber or artificial plastic materials:			
84.60.01	As may be determined by the Minister	25%† Aul. Free Can. 35%†	..	60%†
84.60.09	Other	Free	20%	25%

†Or such lower rate of duty as the Minister may in any case direct

Customs tariff inquiry into excavators

FOLLOWING RECEIPT by the Minister of Customs in New Zealand of a report from the Emergency Protection Authority the Government has accepted the recommendation of the Authority that urgent action is necessary in relation to the importation of certain excavators classified in Tariff item 84.23.04 and in respect of these has taken the temporary measures described in the First Schedule to this notice, pending inquiry and report by the Board.

In accordance with the provisions of the Tariff and Development Board Act the Minister of Customs has referred to the Board, for inquiry and report, the question of what permanent form of protection, if any, is necessary in respect of excavators (Ex Tariff item 84.23.04) as defined in the Second Schedule to this notice.

The public inquiry will take place in Wellington on Tuesday, November 10, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Tuesday, October 27. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc. PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706; (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 819/69.

FIRST SCHEDULE

Import Licensing Exemption prior to acceptance of Emergency Protection Authority's recommendation.

Tariff Item Number	Classes of Goods	Exemption Notice Number
Ex 84.23.01 Ex 84.23.03 Ex 84.23.04 Ex 87.01 22 Ex 87.01.29	Excavating, levelling, and tamping machinery (other than parts thereof, self-propelled scrapers up to 6 cu. yd. capacity, towed scrapers, bulldozers and angle dozers, graders up to 32,000 lb. weight, dtich and trench digging machines up to 10 h.p., drain clearing and digging machines, *excavators up to ¾ cu. yd. capacity*, back hoes, rollers (other than self-propelled rippers, scarifiers and tines,)frames, linkages, hydraulic pistons and cylinders thereof)	6/1969

Temporary measures taken:

The above exemption was amended to read as follows:

Tariff Item Number	Classes of Goods	Exemption Notice Number
Ex 84.23.01 Ex 84.23.03 Ex 84.23.04 Ex 87.01.22 Ex 87.01.29	Excavating, levelling, and tamping machinery (other than parts thereof, self-propelled scrapers up to 6 cu. yd. capacity, towed scrapers, bulldozers and angle dozers, graders up to 32,000 lb. weight, ditch and trench digging machines up to 10 h.p. drain clearing and digging machines, *excavators of less than ¾ cu.yd , SAE rated capacity*, back hoes, rollers (other than self-propelled), rippers, scarifiers, and tines, frames, linkages, hydraulic pistons and cylinders thereof)	29/1970

SECOND SCHEDULE

Tariff Item Number	Definition of Excavators, subject to the inquiry
Ex 84.23.04	All stationary or mobile machines designed to 'attack' or dig into hard, compact soil, and not merely to handle loose materials, of the kinds fitted with buckets, shovels or grabs. It includes machines commonly referred to in industry as 'excavators,' such as rope operated excavators, wheel mounted excavators, universal excavators, dragline excavators, ditch and trench digging machines, drain clearing and digging machines and back hoes.

JAMAICA

Import licensing arrangements

THE LIST of exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of September 27, 1968, page 865) has been further amended by the deletion of item 118 (refrigerators (domestic) and parts) and the substitution therefor of the following:

118. Refrigerators (domestic) and parts therefor as follows:
- (i) Cabinets (whether finished or partly finished) and components therefor;
- (ii) Inner cabinet liners (whether finished or partly finished) and components therefor except screws, bolts, washers and nuts;
- (iii) Cabinet doors (whether finished or partly finished) and components therefor except screws, bolts, washers, nuts, door handles, door handle plates and door badges;
- (iv) Inner door liners (whether finished or partly finished) and components therefor except screws, bolts, washers and nuts;
- (v) Freezer doors (whether finished or partly finished) and components therefor;
- (vi) Freezer door liners (whether finished or partly finished) and components therefor;
- (vii) Ice cube trays and separators.

Inquiries about the above notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 474/476).

MEXICO

Import licensing

THE MEXICAN *Diario Oficial* makes the following goods subject to import licensing until the dates shown:

Tariff No.	Description
	Febuary 13, 1971
84.59 B 002	Machines for making non-textile monofilaments, except those falling under 84.59 B 004
84.59 B 003	Extrusion machines
Import licences are not required for imports from other members of LAFTA	
	February 15, 1971
29.25.B 035	3, 4, 4'-Trichlorcarbanilide
48.02 A 001	Paper with special characteristics for printing share certificates, bonds, cheques, vouchers, stamps, and other documents of value when it is shown that it is made for this purpose, and is not produced and cannot be substituted by those made in Mexico
70.10 A 004	Bottles, pots or jars, neither worked nor decorated, each weighing over 200 grammes, except those falling under 70.10 A 010
84.63 C 017	Cylindrical gears, with straight teeth, each weighing over 25 grammes, but not more than 300 grammes
84.63 G 018	Cylindrical gears, with straight teeth, each weighing over 300 grammes, but not more than 5 kilos
84.63 C 019	Cylindrical gears, with straight teeth, each weighing over 5 kilos, but not more than 2,000 kilos
	May 14, 1971
70.02 A 001	Glass known as 'enamel glass,' in the mass, in bars, rods or tubes
70.13 A 002	Feeding bottles of borosilicate glass
70.14 A 008	Borosilicate glasses for 'Coleman' type lamps or lanterns, burning gas or liquid fuel
70.14 A 009	Illuminating and signalling glass elements, coloured
70.14 A 010	Illuminating glassware, of borosilicate glass, refractory
70.15 A 001	Glasses for pocket or wrist watches
70.16 A 002	Hollow bricks, heat-fused
Import licences are not required for imports from Argentina	
	May 14, 1971
70.03 A 004	Borosilicate tubes imported from Argentina (Licences not required for imports from other sources)
85.19 A 025	Thermal protectors for electric circuits or motors for refrigeration or air-conditioning apparatus (Licences not required for imports from other members of LAFTA)
	August 9, 1971
27.10 A 016	Mixture of oleofinic hydrocarbons with from 12 to 18 carbon atoms, obtained by cracking petroleum residues with steam
29.04 C 013	2, 2, 4-Trimethylpentane-1, 3, -diol
29.08 C 028	Ethylene glycol monophenyl ether
29.23 A 012	2-Amino-1-butanol
29.25 C 026	2-Hydroxy-7-methoxy-2-naphtho-2'-methylanilide
29.25 C 027	3-Hydroxy-7-methoxy-2-naphtho-4'-chloro-2', 5'-dimethoxyanilide
29.25 C 028	3-Hydroxy-7-methoxy-2-naphtho-anilide
29.25 C 029	3-Hydroxy-2-0-anthroluidide
29.31 D 032	O, O-Dimethyl-S-(N-carbamoyl) methyl phosphorodithioate
32.05 K 028	Basic red 1 (45160)
32.13 A 002	Inks for printing, lithography or duplicating
39.01 A 015	Polyethylenimine
39.01 B 005	Unsaturated pigmented polyesters except those falling under 39.01 B 014
39.01 B 014	Polyethylene terephthalate
39.01 B 025	Unsaturated polyesters, containing 0·3 per cent or less of titanium oxide, except those falling in 39.01 B 014
39.02 A 009	Dispersion of acrylic resin whose concentration is 15 per cent or less, even when the polymer is fluorated
39.02 B 039	Product of the polymerization of vinyl chloride, dibutyl maleate and acid butyl maleate, even when it contains another halogenous monomer
39.02 D 018	Copolymer of methyl acrylate and ethyl acrylate, 0·2 mm or less in thickness
A number of products falling under tariff headings 38.11 and 38.19 were also made subject to import licence. A list of these products, in Spanish, is available on request	
	August 9, 1971
28.49 A 001	Precious metals in colloidal form
71.07 A 014	Wire (of gold)) imported with the authorization of the Bank of Mexico S.A.
75.02 B 001	Nickel bars or shapes, not alloyed
85.18 B 001	Parts of components of electrical capacitors
85.21 A 004	Electronic valves for the goods falling under heading f of national note 4 to Section XVI of the tariff (radio and navigational aid systems for aircraft), except those falling under tariff heading 85.21 A 003 (valves under 15 cm in length)
85.21 C 001	Plates of germanium, silicon or gallium arsenate crystal, with a thickness of 0·5 mm or less, when their greatest dimension does not exceed 8 mm
85.21 C 003	Assemblies of the plates and spheres of tariff heading 85.21 C 001 and 85.21 C 002, mounted on nickel plates for transistors
85.21 C 004	Circular glass bases, with two or more conductors, for semiconductors
85.21 C 005	Cylindrical caps of base metal, whose greatest dimension does not exceed 20 mm, for transistors
85.21 C 006	Electronic valve cathodes (Licences not required for imports from other LAFTA members)
85.21 C 018	Anodes for electronic valves
85.26 A 010	Ceramic tubes for fixed condensers
85.26 A 012	Ceramic or glass spacers or centres, whose diameter per unit does not exceed 10 mm, with holes for the passage of conductors
	August 12, 1971
84.17 C 999	Other (Licences needed for electric hand dryers only)
	August 14, 1971
34.06 A 001	Candles, night-lights, tapers and the like (Licences needed for candles only)

The Mexican *Diario Oficial* of August 5, 1970 extends until August 4, 1973 the period during which the following goods will need an import licence.

Tariff No.	Description
73.04 A 001	Round shot of iron or steel
73.04 A 002	Angular grit of iron or steel
Imports from other LAFTA members under 73.04 A 001 will not be subject to import licensing	

The Mexican *Diario Oficial* of August 15, 1970 extends until August 14, 1971 the period during which import licences will be required for the following goods:

Tariff No.	Description
85.01 A 008	Generating sets with a power of 300 kilowatts or kilowatt amps or less AC or DC, three-phase or self-starting or with independent starter
Import licences are not required for imports from other members of LAFTA	

Inquiries relating to these notices should be addressed to the Board of Trade, Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

ECUADOR

Devaluation details

IN ACCORDANCE with Decree No. 239 of August 16 and related Monetary Board Regulation No. 551 there was established a 'sole and permanent' exchange rate for international transactions of Sucres 25 per United States dollar. All *ad valorem* taxes on imports and exports are to be calculated and collected on the basis of this rate of exchange.

Under the same decree import stabilization surcharges first created by Ecuador in 1966 and subsequently amended, were repealed. Instead imports classified under List II incur a tax of 20 per cent *ad valorem*, in addition to normal customs duties.

Elimination of prior import deposit system

ECUADOREAN MONETARY Board Regulation No. 550 of August 15 states that the percentages of prior import deposits will be reduced quarterly until they are completely eliminated. Reductions will be of the order of 20 per cent and 10 per cent on the percentages of deposits for goods classified under Lists I and II, respectively.

On the basis of the first reduction carried out, the percentages of prior deposits mentioned below will be in force until September 30.

Prior import deposit – % of cif value	For Credit Terms of	0/90 days	91/180 days	181/270 days	271/365 days	1/2 years	2/5 years	Over 5 years
Ecuador	List 1	48	40	32	24	16	28	3·20
	List 2 (a)	108	90	72	54	36	18	7·20
	List 2 (b)	197·75	163·12	130·50	97·88	65·25	36·62	13·05
	List 2 (c)	249·75	208·12	166·50	124·87	83·25	41·62	16·65
	List 2 (d)	364·50	303·75	243·00	182·23	121·50	60·75	24·30

Further reductions will be notified when available.

Translations of Decree 239 and Monetary Board Regulation 550 may be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

BAHAMAS

Customs tariff amendments

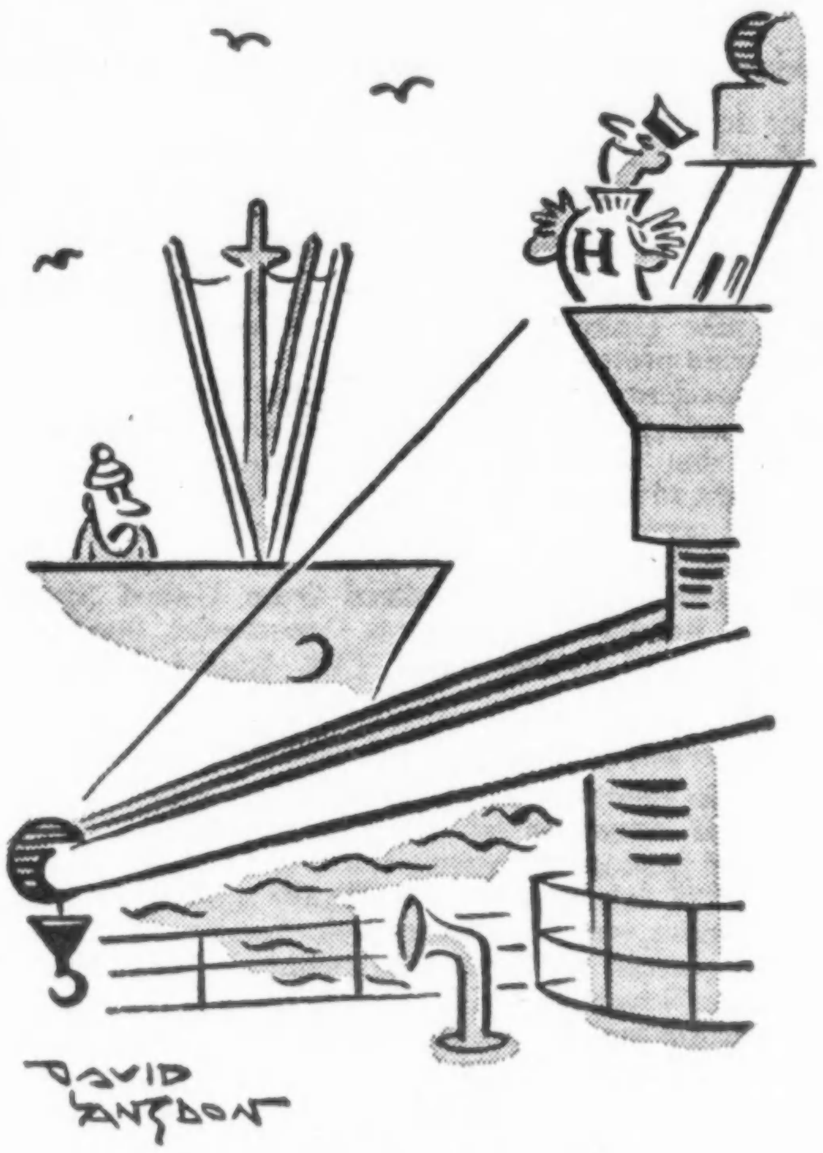
THE TARIFF (Amendment) Act 1970, operative from July 15, 1970, provides for the amendment of various items appearing in the First, Second and Third Schedules to the Bahamas Tariff (Duties of Customs on Imports). Items affected include: air conditioning machines, cinematographic films, marine engines, microphones, motor cycles, certain floor coverings, asbestos shingles, soaps and detergents, spirits, television sets, fresh meat, cement and sugar. The Act also provides for changes to the Fourth Schedule to the Bahamas Tariff (Table of Exemptions from Duties).

Emergency tax

THE EMERGENCY Tax (Amendment) Act 1970 (effective from July 15, 1970) provides for the revision of certain existing items and the inclusion of certain new items to be exempted from Emergency tax in the Bahamas.

More precise information on the above changes may be obtained from the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 455/456) to whom all inquiries about the above notice should be addressed.

Deck cranes.....



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UNITED STATES

Federal Hazardous Substances Act: miniature jet engine fuel

THE *Board of Trade Journal* of May 27, gave notice of a consideration by the United States Commissioner of Food and Drugs to exempt fuel for minative jet propelled engines, from classification as banned hazardous substance. The proposal has been adopted effective August 27, 1970.

Inquiries about this notice should be addressed to United States Section, Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397 (FR Ref. 27.8.70).

Proposed rulemaking for multi-unit packages adopted

THE *Board of Trade Journal* of June 3, 1970, gave notice of a proposed amendment to the regulations relating to multi-unit packages. After consideration of comments the United States Federal Trade Commission has decided to adopt the proposed rulemaking.

Any person adversely affected may file objections with the Federal Trade Commission by September 26, 1970.

This order becomes eeffctive December 1, 1970, unless any valid objections are made, to warrant a public hearing.

Further details may be obtained from United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (Ref. FR 27.8.70).

Minimum federal safety standards for gas pipeline

THE *Board of Trade Journal* of June 6, 1970 gave notice of the introduction of interim Federal Safety Standards for gas pipeline and gas pipeline facilities by the United States Department of Transportation.

Since that date there have been several notices regarding the proposals for the final standards and now the Department of Transportation have published the revised regulations as a new Part 192 of the United States Code of Federal Regulations. Full details of these regulations may be obtained from the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 455/6/7), reference FR 19.8.70).

National Highway Safety Bureau proposals

Consumer information – headlamp aim

THE *Board of Trade Journal* of June 24, 1970 gave notice of a proposed new requirement relating to the effect of vehicle loading on headlamp aim. After further consideration, the National Safety Bureau has announced changes to the proposal to exclude motor-cycles from the requirements and to limit it to vehicles, trucks and buses of 10,000 pounds or less gross vehicle weight rating. The date for submitting written comments on the proposal has been extended to October 5, 1970.

Further details may be obtained from United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (FR 25.8.70).

Rear underride protection for trailers and trucks

THE *Board of Trade Journal* of April 4, 1970 gave notice of a proposed new United States motor vehicle safety standard on rear underride protection.

After consideration of the comments the National Highway Safety Bureau has proposed a standard which will apply to trailers and trucks, but not the pole trailers, trucks and tractors or any vehicle weight rating of 10,000 pounds or less.

Interested persons are invited to submit comments to the Bureau by September 25, 1970.

Further details may be obtained from United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), reference FR 14.8.70.

Motor vehicle safety: consumer information regulation

THE NATIONAL Highway Safety Bureau, has announced a proposal to extend the consumer information requirements concerning acceleration and passing ability (referred to in the *Board of Trade Journal* of June 11, 1969, July 23, 1969, May 20, 1970), to include multi-purpose passenger vehicles, trucks and buses with effect from October 1, 1971.

Interested persons are invited to submit written comments to the Bureau before November 23, 1970.

Further details may be obtained from United States Section, Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (FR 26.8.70).

Amendment proposed for brake hose assembly

THE *Board of Trade Journal* of October 27, 1967 gave advance notice of proposed rule making relating to brake hoses and brake hose assemblies for use in trucks, buses, trailers and motor-cycles.

The United States National Highway Safety Bureau has now announced proposals for the amendment of Standard 106 effective date July 1, 1971.

Interested persons are invited to submit written comment to the Bureau by November 24, 1970.

Further details may be obtained from United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), reference FR 28.8.70.

Fuel spillage from passenger cars

THE *Board of Trade Journal* of February 7, 1969, gave notice of a proposal to amend motor vehicle safety standard 301 relating to fuel spillage from passenger cars in rear and collisions and sudden stops.

The National Highway Safety Bureau has now issued a proposal which supersedes the earlier one and applies to all self propelled motor vehicles, except motor-cycles with a gross vehicle weight rating of 10,000 lb. or less.

Interested persons are invited to submit comments to the Bureau by November 30.

Further details may be obtained from United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (FR 29.8.70).

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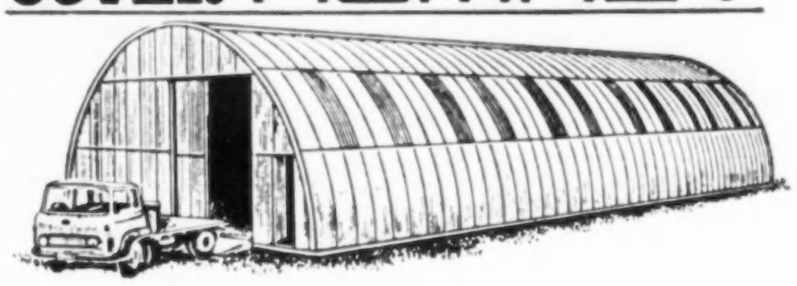

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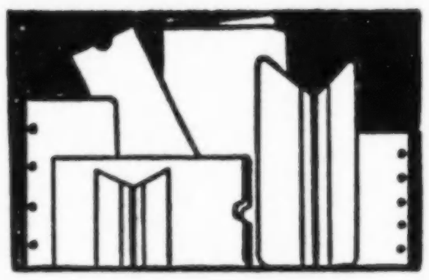

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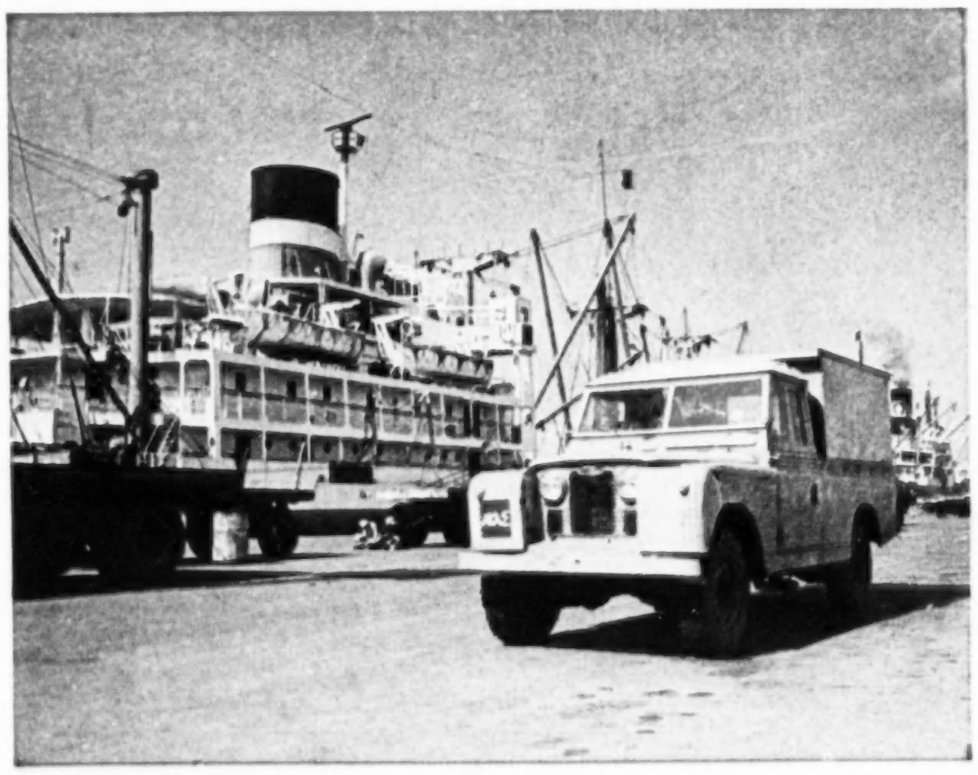
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